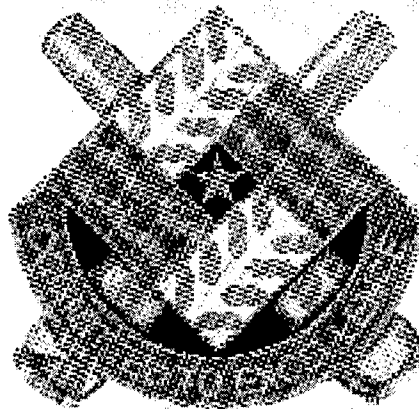




**US Army
Tank-automotive
and Armaments Command
(TACOM)**

“Building Partnerships for the 21st Century”



DISTRIBUTION STATEMENT A
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PROCEEDINGS

*Advanced Planning Briefing for Industry
(APBI)*

October 26-29, 1998

Meeting # 952

**Hyatt Regency Hotel
Dearborn, MI**

DTIC QUALITY INSPECTED 4

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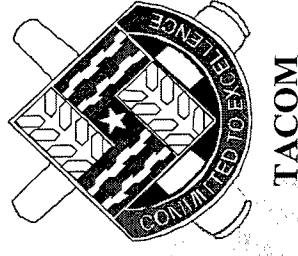
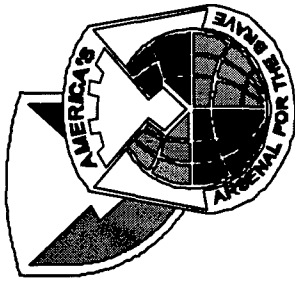
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(ACALA) Perspective by Ms. Lynn E. DeRoche, Chief, ACALA
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Welcome to TACOM's Advanced Planning & Briefing for Industry "Building Partnerships for the 21st Century"

MG Roy E. Beauchamp, Commanding General

27 October 1998

**TACON: Touches Every Soldier -
Every Day**

TACOM's

Role in the Process:

Partnerships and Relationships

- **The TACOM Challenge**
- **Our Mission and Vision**
- **TACOM's Move To The 21st Century**
- **Business and Customer Base**

The National Challenge

Multi-functional
Teams

Integrated Data
Environment

By 2010, the DoD weapon system life cycle will be a fully integrated process, dedicated to effective and efficient support of the US and Allied warfighters: guided by metrics, accountability, and incentives; integrated through distributed, near real-time, intelligence exchange of digital information and information models: across the global community; and maximizing the use of commercial capabilities.

Manage Costs and
Improve Quality

Integrated Business
Environment

Maximizing the use of
commercial capabilities

Reduced
Cycle Time

Focused
Logistics

Seamless Integration
of Life Cycle

-J. Gansler

TACOM MISSION

FORCE

-To Generate Warfighting Capability for the Army

-To Sustain the Warfighting Readiness of the Army

-To manage the Army's Investment in S&T, R&D and Sustainment for the Army

3,341 Weapon Systems
34, 138 NSNs
300 Systems in Acq Pipeline

-Serve as the Life Cycle Manager and Integrator
for Ground Combat Equipment

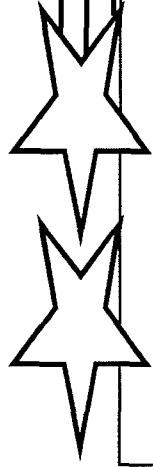
Tank-automotive & Armaments COMMAND

Research, Develop, Field and Support
Mobility and Armament Systems Total Life Cycle

To Support Army Readiness

Combat Vehicles	Fuel & Water Distribution Eqpt	Mortars	Rail
Tactical Vehicles	Sets, Kits & Outfits	Rifles	Watercraft
Trailers	Shop Equipment	Machine Guns	Petro & Lub Eqpt
Construction Equipment	Chemical Defense Equipment	Ammo	
Materiel Handling Equipment	Howitzers	Aircraft Armaments	
Tactical Bridges	Large Caliber Guns	Demolitions & Explosives	

TACOM Of The Future



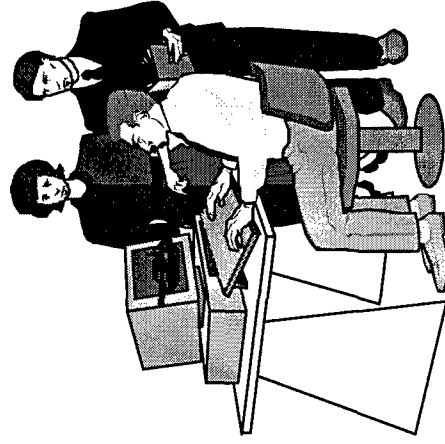
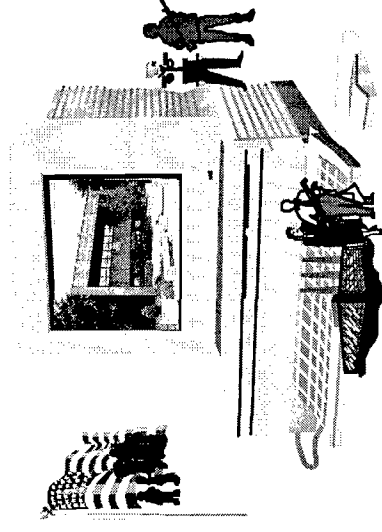
Taking America's Vision to the 21st Century

Tank-Automotive & Armaments Command

- To make the technology and sustainment systems work for soldiers through the seamless integration of S&T, R&D, acquisition, log sustainment and soldier readiness.
- To create an integrated business environment at TACOM where every associate understands the requirement to control costs and manage from the customer perspective and understands their inherent responsibility to do so.

Vision For The Future Business Environment at TACOM

A fully integrated business environment connected by a fully integrated data environment using commercial business processes to integrate business operations within each organization, across major Commands, across Services, across DoD and across Industry.



A corporate management structure for which the organizing principle is multi-functional work teams to institutionalize the concept of integrated process teams; a highly decentralized structure which uses the integrated data environment to link desk top "servers" to facilitate the transformation of data into actionable information to enable more efficient, fully integrated business operations at reduced cost.

TACOM's Business

.....A Public Corporation.....

Buys material used by Army, other DoD and FMS... 92,268 contractual actions in 97

- Stocks material ... \$4.276B*
 - Supports Weapon System Readiness for 3,341 Systems (NSNs)
- Receives & Fills Customer Orders ...\$1198.3M

Army \$850.9M NGB \$117.1M Marines \$57.7M
Foreign Customers/SSA \$142.6M Other \$30.0M

Manages Stock Numbers in the DoD System

- 34,138 NSNs... consumable/repairable items

Performs Technical Support to (TDPs):
(In support of FY99 procurement actions)

- IMMC/ACALA 6000
- DLA Centers 1210

- Maintain Tech Data...7.5M drawings

- Coordinates with services on engineering issues
- Insures technical conformance/quality assurance

Research and Development

- 126 Tech Base Programs
 - 35 Funded DA Projects
 - 116 Engineering Development Programs
- 21 Project/Product Managers Over 300 systems
- Combat Vehicles
 - Tactical Systems
 - Commercial items

KNOWS
THE
MARKET

KNOWS
THE
INDUSTRY

KNOWS
THE
CUSTOMER

KNOWS
THE
PRODUCT

MARKETPLACE
LEVERAGE

QUALITY

PRODUCT
CONFORMANCE

PRODUCT
INTEGRITY

LEGAL
ASSISTANCE

GO TO WAR
Partnerships

MANAGE 71% OF
THE ARMY'S
REPORTABLE
EQUIPMENT
DENSITY.

28.9 M SQ. FT
FACILITIES
(\$4.8B)

33%
OF TOTAL
AMC
SALES

364,000 NSNs
SUPPORTED
BY ENGR

ADVANCE USE
OF DUAL USE
TECHNOLOGIES

MANAGES 38% OF THE
ARMY INVENTORY
(CLASS IX)

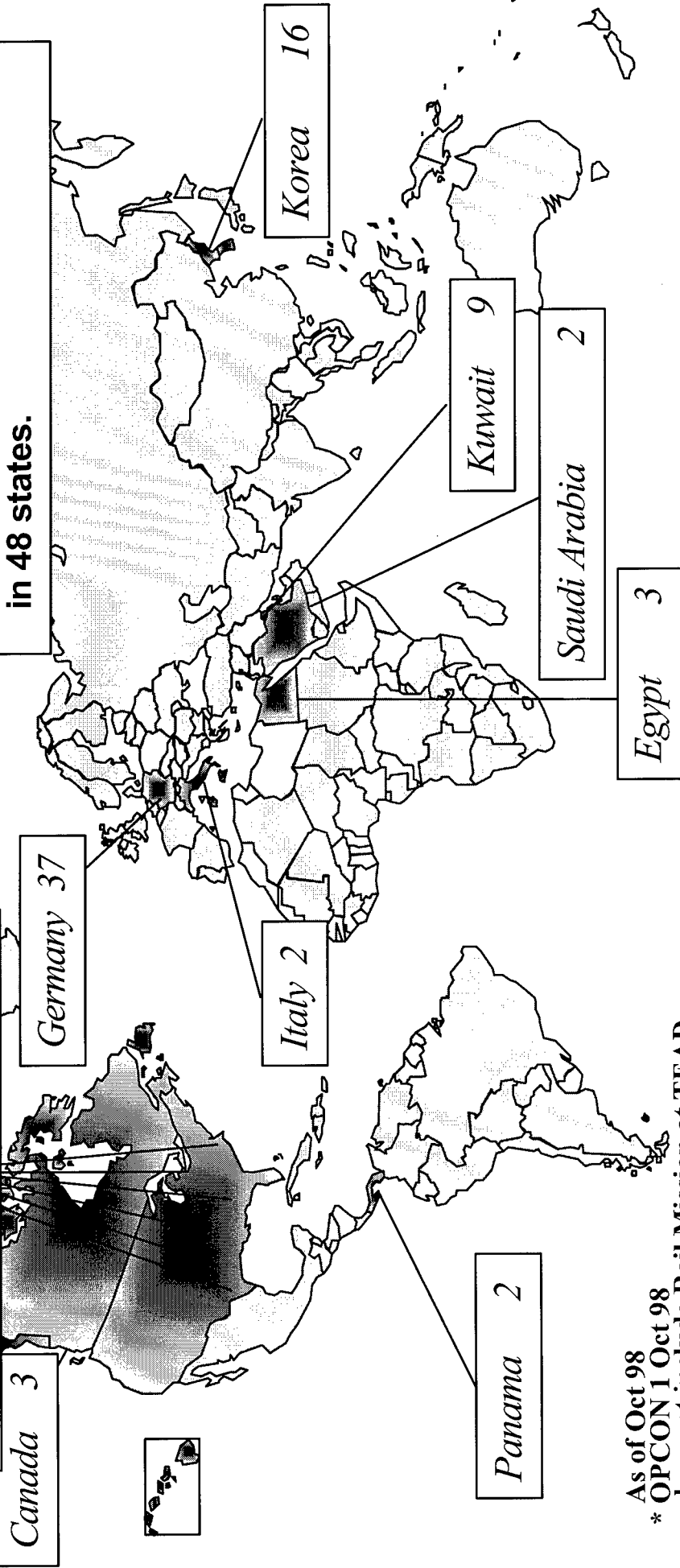
ATDs 5
STOs 31
ICTs 8
CRADAs 75

TACOM 11,913 Worldwide

Civilian and Military,

United States	11,913
TACOM-Warren HQ	3,640
TACOM-ARDEC	3,198
TACOM-ACALA	1,211
*RRAD & Camp Stanley	1,471
*ANAD	2,393

- Civilian and military strength
- Located at 88 sites throughout the U.S. and 8 other countries.
- Our products are in 140 countries throughout the world.
- Supported by 2,050 contractors in 48 states.

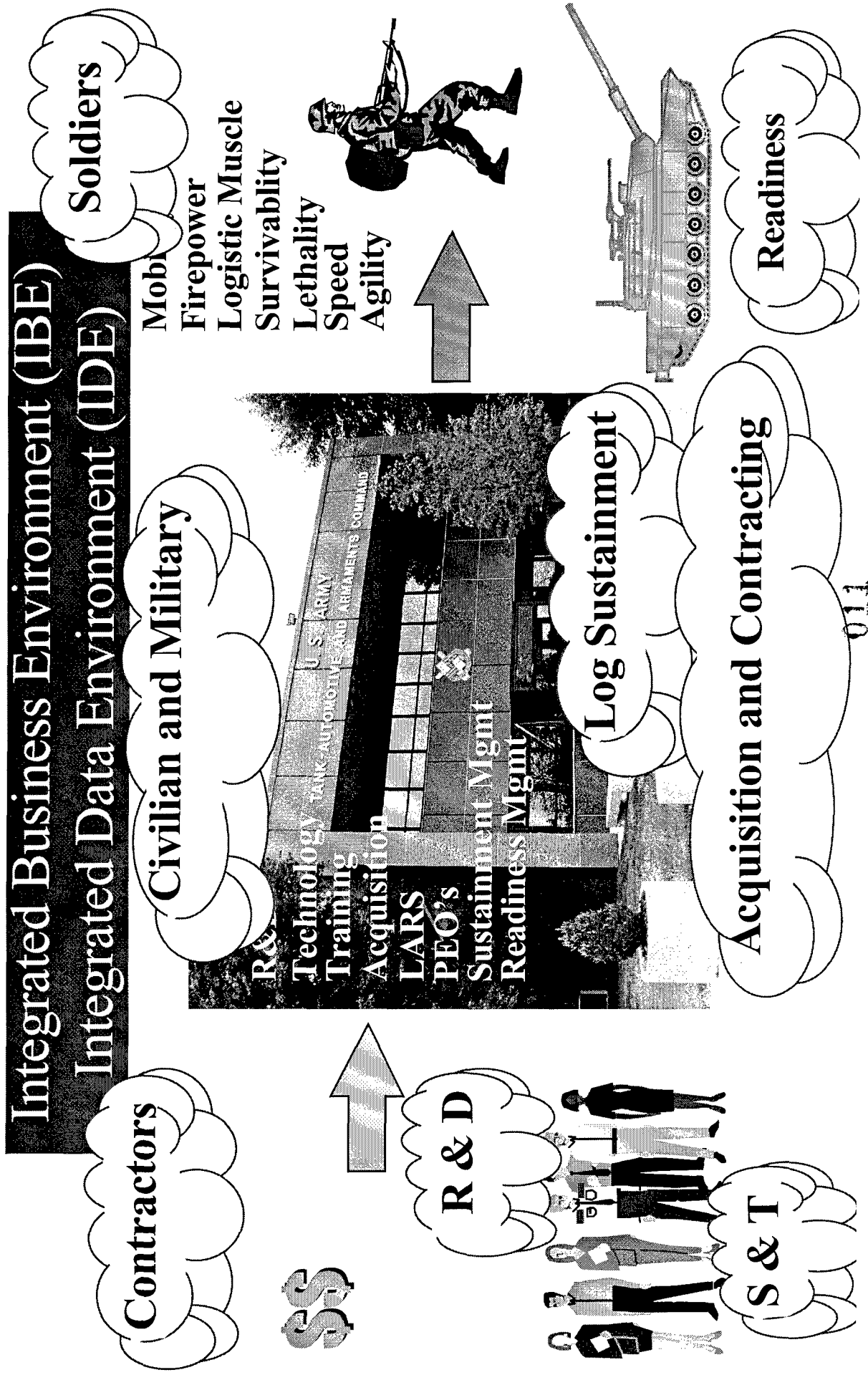


As of Oct 98
 * OPCON 1 Oct 98
 does not include Rail Mission at TEAD

Strategic Partnerships

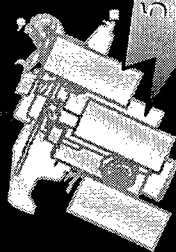
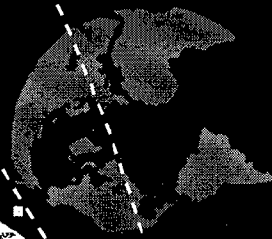
- TACOM
- Industry
- Soldiers

TACOM... The Army's Integrated Manager for Ground Combat Support Systems.

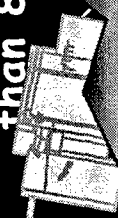


TACOM Facts!

All of TACOM's 258,897 fielded vehicles traveled enough to go to the moon and back over 2,400 times!



582,225,230
Total Miles

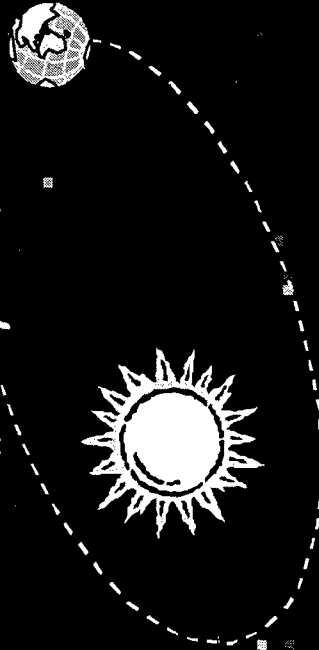


577,811 MAIN ROUNDS EXPENDED ARMY WIDE

*M1/M1A1/M1A

2

The total mileage of all TACOM fielded vehicles combined is enough to travel nonstop Earth's orbit for an entire year . . .



● Bradley Fighting Vehicles -

(M2/M3/M2A2/M3A2)

*Miles Driven 2,195,305

*Rounds Expended:

> Main Armament 2,495,931

> Secondary Armament 4,930,274

● Artillery

*Miles Driven 1,112,868

*Rounds Expended:

> Main Armament 1,157,035

> Secondary Armament 350,280

Based on OSMIS 1996 data (12 months)

Looking At Our Business

What We're Looking For:

- Reduce Fractionated Processes
- Clear Customer Relationships
 - Higher
 - Lower
 - Lateral
- Fluid, Flexible Structure
- Synergized Capability
- Clear Lines of Responsibility
- Improved Management of the Corporate Mission
- Link: Functional Management to Resource Management
- Link: Business Operations to Soldier/Unit Readiness
- Link: Revenue to Readiness



Making Sustainment,
Acquisition and
Technology Work for
The Soldier

Looking At Our Business

Business

Issues

To Meet Our Vision We Must...



Manage From The Customer Perspective
Increase Direct Vendor Deliveries to Our Customers
Increase Long Term Contracts With Our Vendors
Increase the Use of Electronic Commerce
Buy Response, Not Inventory
Reduce Costs / Reduce the Surcharge
Reduce the Age of Our Back Orders
Reduce Administrative and Production Lead Times
Reduce Inventory



Looking At Our Business

The Challenges

Reduced Budget

Declining / Lost Sales

Continued Downsizing

Streamlining Acquisition

New Commercial Practices

Corporate Information Management Development

Reduce The Surcharge



OUR PARTNERS IN

INDUSTRY *Projected*

FY99 Total Contracts

Total Contracts

\$4.6 Billion

FY98 \$4.1B

LARGE BUSINESS \$3.4 BILLION

SMALL BUSINESS* \$.790 BILLION

SDB FY98 \$.111B

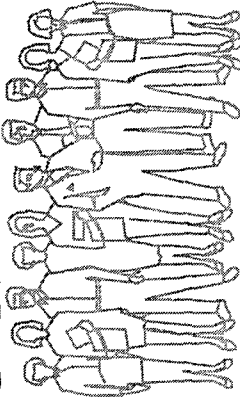
FY98 \$.565B

WOSB FY98 \$.053B

FMS

\$.413 BILLION

**AT LEAST 349,180
JOBS EXPECTED
TO BE
GENERATED***



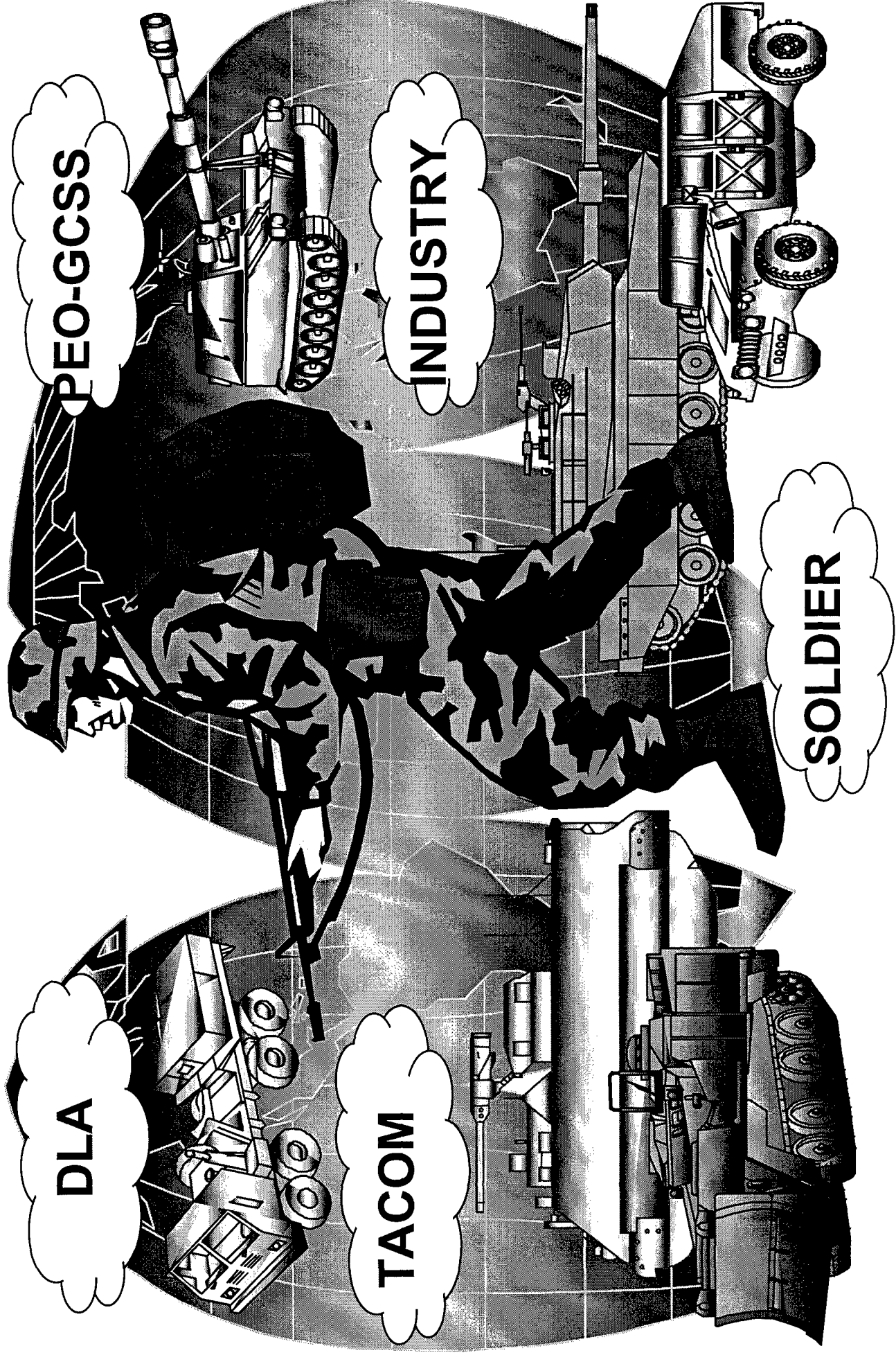
...Small Disadvantaged \$.110 B

...Women Owned \$.051 B

*** Small Business Goal. Computed on Total
Projections Minus FMS**

*Job Multipliers, National Chamber Foundation, 1993

Strategic Partners and the Soldier

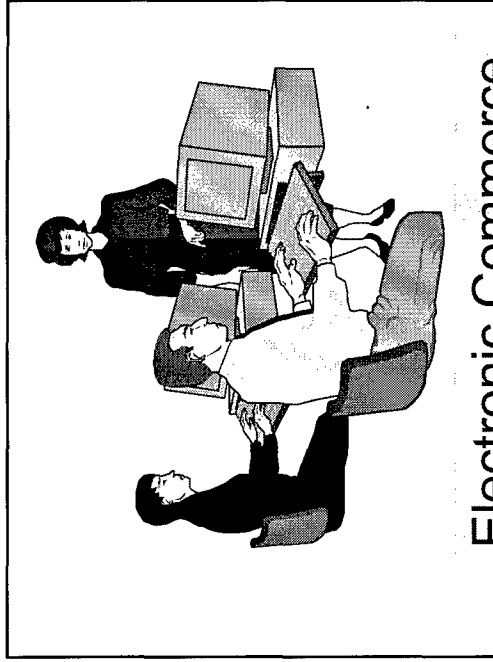
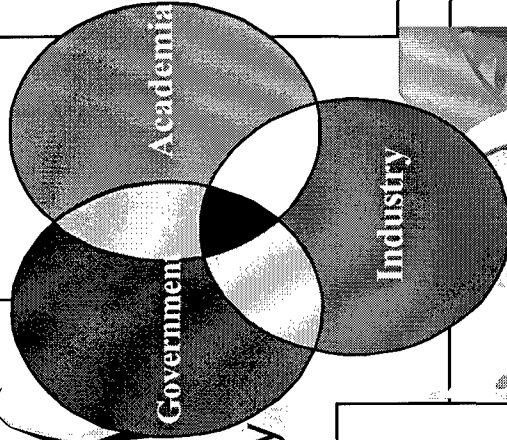
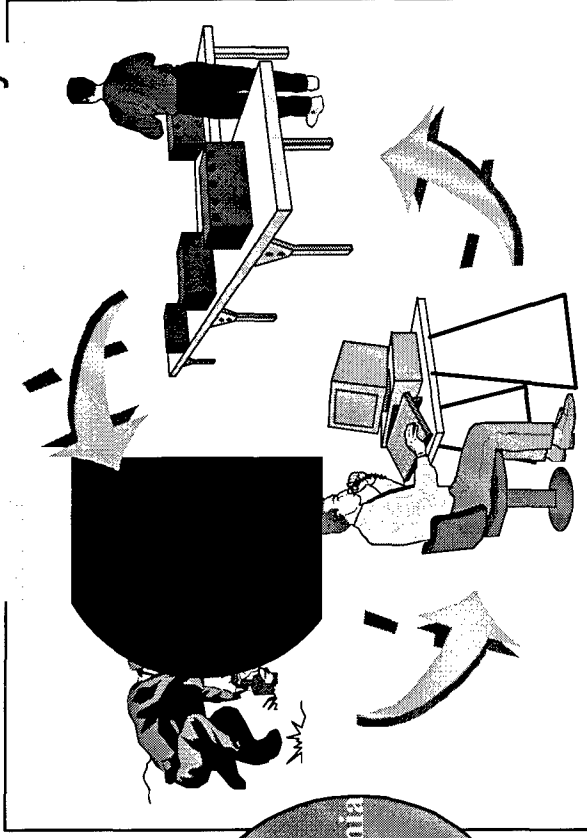


Teaming With Industry And Academia

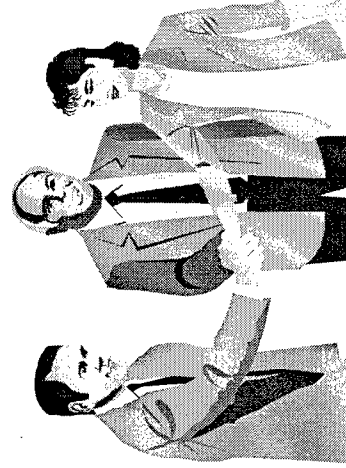
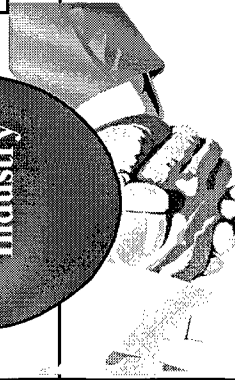


Dual Use Technology

Direct Vendor Delivery



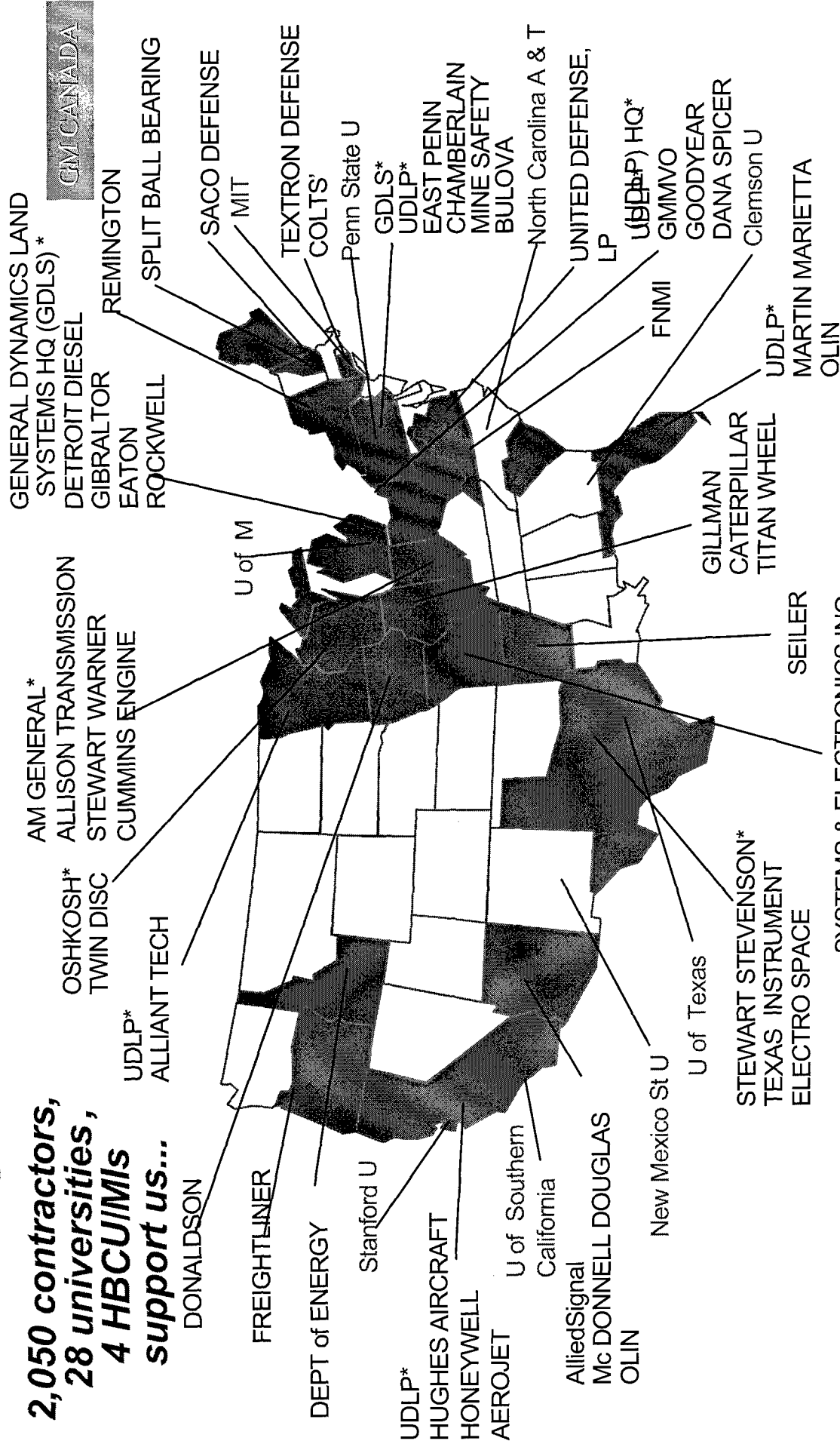
Electronic Commerce



Cooperative Research and Development Agreement (CRADA)

Weapon System Prime And Major Subcontractors In 23 States

**2,050 contractors,
28 universities,
4 HBCU/MIs
support us...**



**....located throughout
the United States!**

*** Prime Contractors
No Contractors located in Alaska and Hawaii
As of Mar 1998**

Partnership

- **Common Goals**
- **Civilian/Military/Industrial Integration**
- **Partnering**
- **Purpose: Support the Soldier**

COMMON GOALS

- Manage From the Customer Perspective...
- Increase Customer Satisfaction
- Reduce the Cost of Doing Business

• Work the Partnerships:

COMMITMENT TO OUR

- **Customers...**
We Are Your Partners In Readiness
- **Suppliers...** Professional Business Relationships-- Mutually Beneficial
- **Associates...** Challenging, Satisfying Work-- A Stake In The Corporation
- **Stockholders...**
Good Stewardship



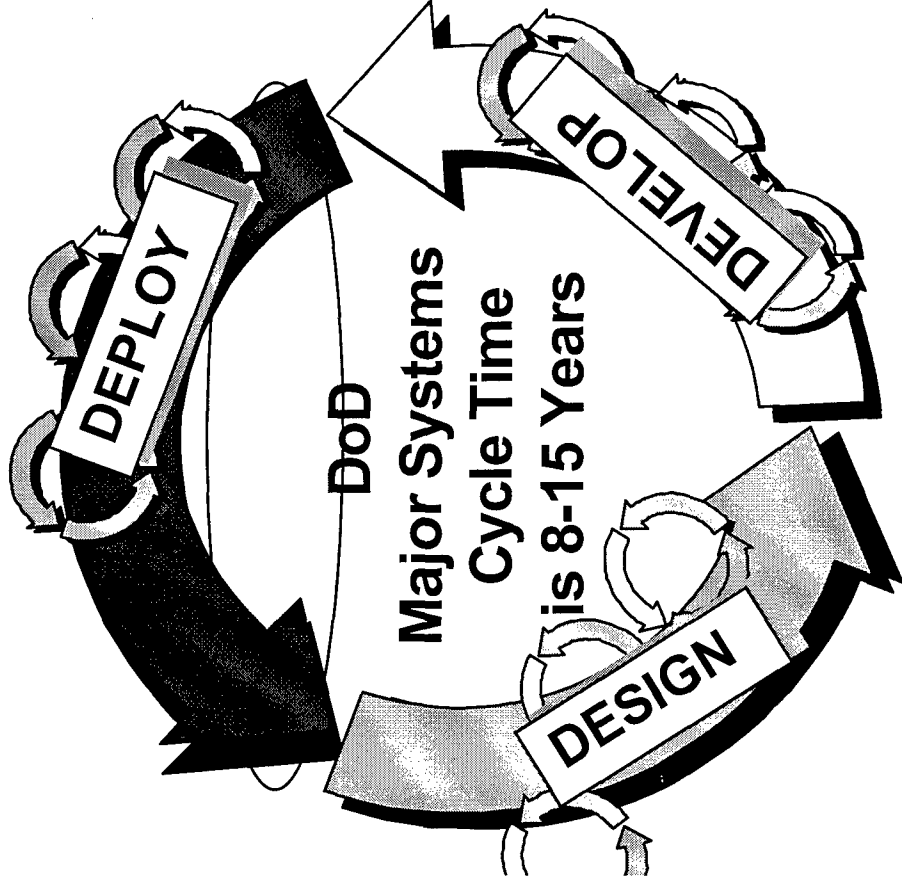
Why Civilian/Military Industry Integration?



Commercial
market has
new technology
4 to 8 times faster

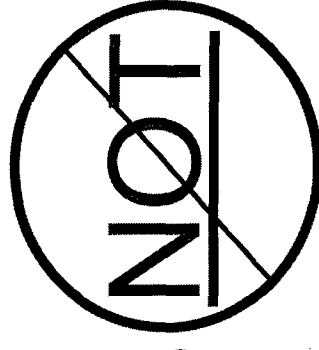
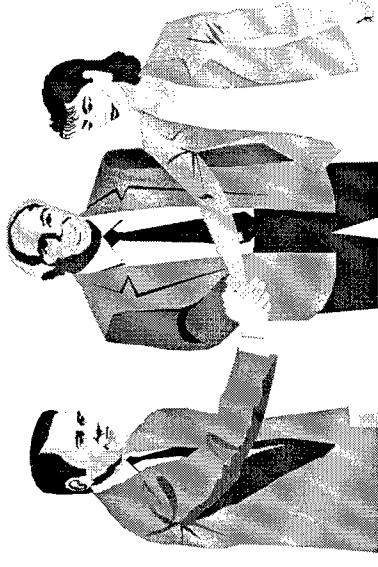
Supporting
Technology is
Constantly Evolving

**Technology Cycle
Times:**
Electronics - 18 months
Control Systems - 6 yrs
Engines - 14 yrs
Structures - 25 yrs



Partnering...

- ✓ Establishes mutual goals and objectives
- ✓ Reduces contract performance time and cost
- ✓ Reduces administration, oversight and paperwork
- ✓ Improves morale, promotes professionalism, builds trust, encourages open communication
- ✓ Eliminates surprises, resolves problems
- ✓ Uses Alternative Dispute Resolution procedures



Partnering Is

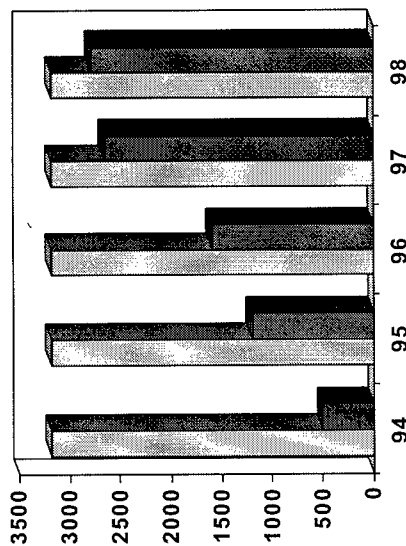
- ✓ Mandatory
- ✓ A one-way street
- ✓ Successful without total commitment
- ✓ A waiver of the parties' contractual rights
- ✓ Inconsistent with any acquisition-related statute or regulation
- ✓ Contrary to the government's business interests

Tools for Partnership

- **Acquisition Streamlining Thrusts**
- **Paperless Processes: EC/EDI**
- **Long Term Contracts**
- **Best Value**
- **Corporate Contracting**
- **Alpha Contracting**
- **Qualified Supplier List**
- **Single Process Initiative**

Acquisition Streamlining Thrusts

Specifications and Standards



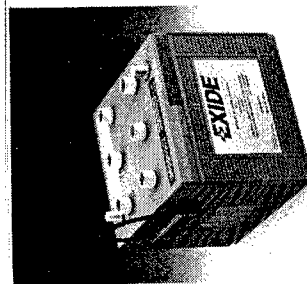
Qualified Supplier List

■ Actions to be taken

■ Actions completed

Best Value

Partnering/Teaming



Single Process Initiative

Long Term

Contracts More Than 35% Of Spares On 3-5 Yr Contracts

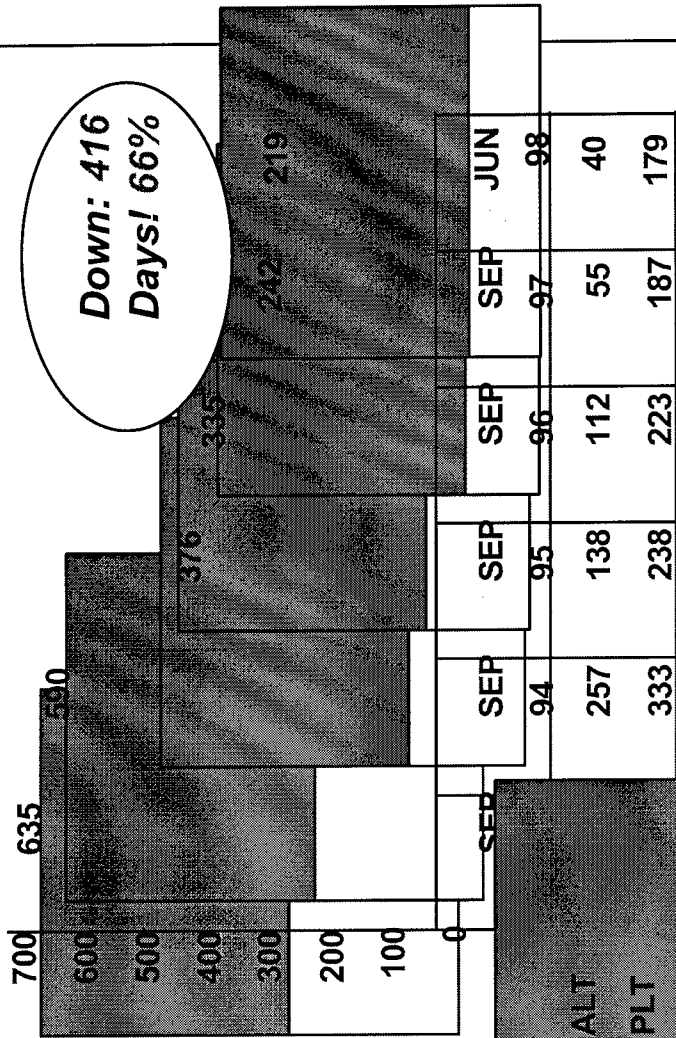
Alpha Contracting Cut Time To Award Over 50%

Performance-Based Statements of Work

FY99 Total Obligation \$4.6B

ALT/PLT REDUCTION

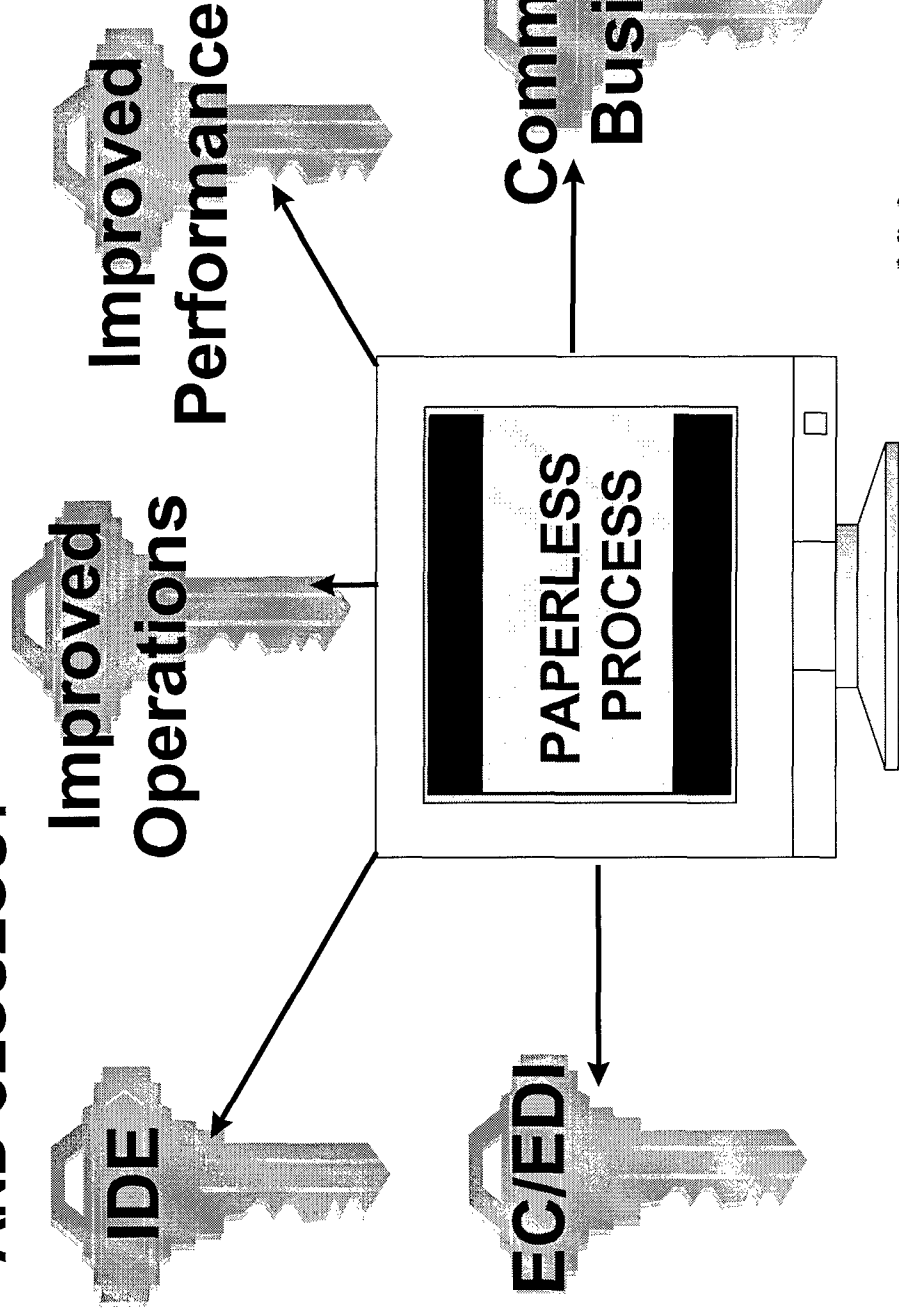
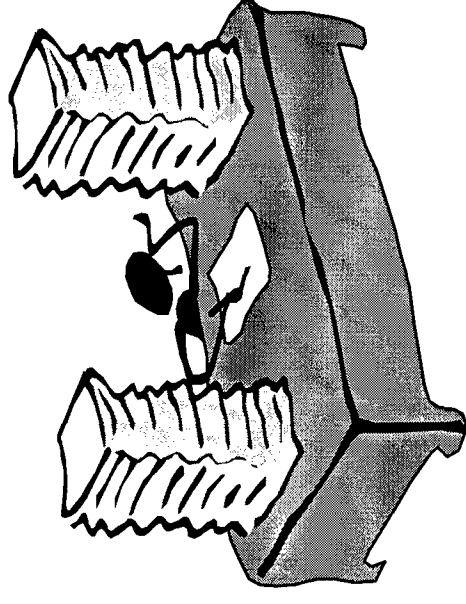
BUDGET STRATIFICATION DOLLAR-WEIGHTED DAYS



Exceeded AMC FY98 Strat, Linear Goals
Exceeded TACOM FY97 280 day goal

PAPERLESS ACQUISITION PROCESS

TO DEVELOP A PROCESS WHERE NO PAPER IS MANDATED IN THE ACQUISITION OF AN ITEM FROM REQUIREMENT DEFINITION THRU CONTRACT AWARD, ADMINISTRATION AND CLOSEOUT

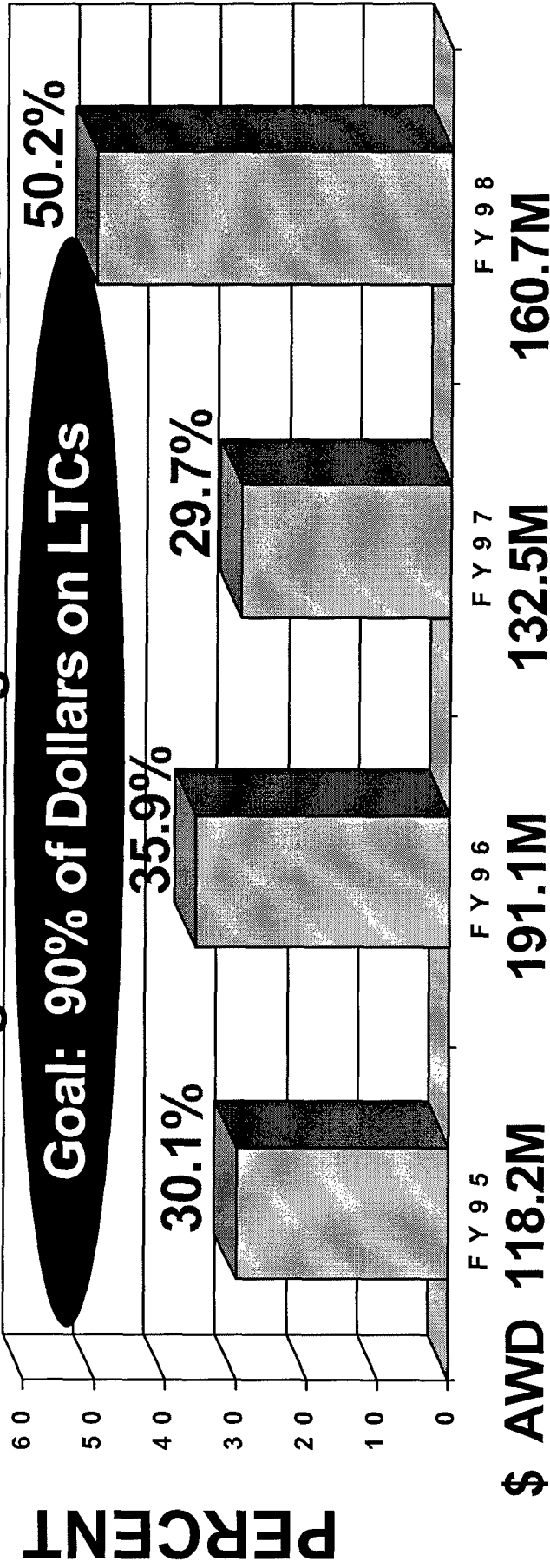


ELECTRONS
ARE

Commercial
Business
US

Long Term Contracts

Dollars Obligated on Long Term Contracts



Best Value Contracting

Expected Outcome of Best Value Acquisitions:

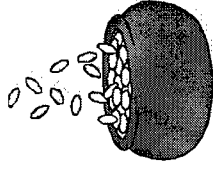
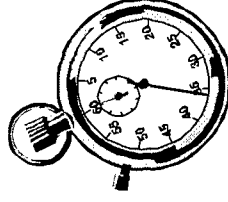
Needs Met in Most Effective, Economical & Timely Manner

May Trade Off Price, Technical Solution, Past Performance

Corporate Contracts

Term Contracts which cover a range of supplies / services

Supports the
Needs of Many
Agencies &
Customers



Reduced Admin
Cost and
Improved
Efficiency

Reduce Time

Reduce Cost

SPI

Single Process Initiative

QSL

Qualified Supplier List

One Plant
One Process
for Military &
Commercial

Clearly Defined
Requirement
is Necessary

QSL Suppliers
Compete for
Non-Complex
Items

Business Process Improvement

- Acquisition Reform
- Technology
- Business Environment
- Business Process

**e things have not changed
Buy response, not inventory...**

POSITION REFORM . . . IS IT WORKING?

Acquisition Reform Implementation Assessment Team

Acquisition Reform: A Journey... Not a Destination

It has to work... From General Officer →

To Contracting Officer → to Contractor →

→ to Partnership

Management Processes

Tools & Techniques

Contract Mgmt Review

Desired Process Outcomes

Shared Risk

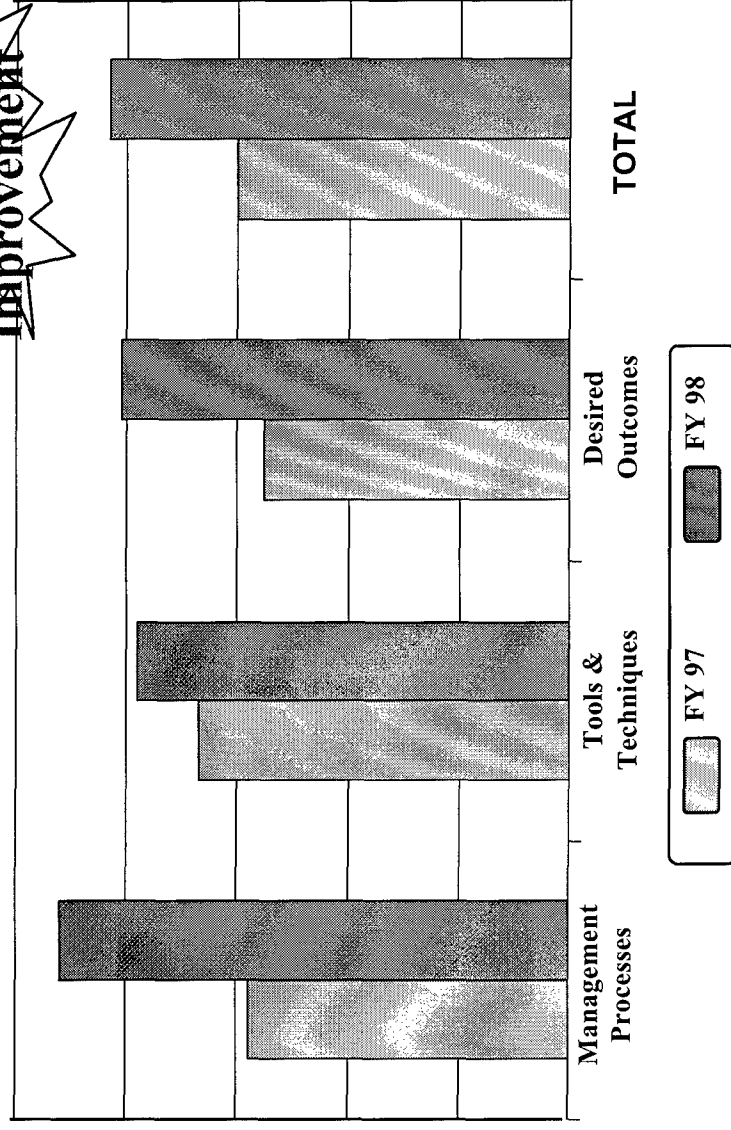
Shared Responsibility

Shared Objectives

Shared Benefits

Overall
38%
Improvement

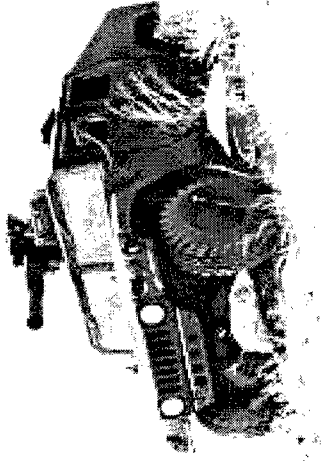
ARIAT RESULTS



Y NEEDS ARE CHANGING

TODAY'S ARMY

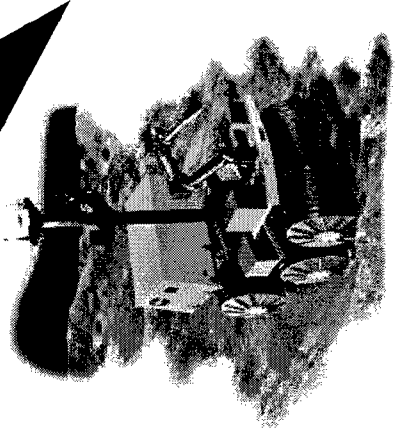
- Smaller, More Lethal
- Increased OPTEMPO
- Power Projection



RAPID
TECHNOLOGY
CHANGE

ARMY XXI

- Information Dominance
- Revolution in Business Affairs
- Increase in Technology Insertion



ARMY AFTER NEXT

- Leap Ahead Technology
- Real-Time Log Control
- Precision Logistics

RISK

CORE

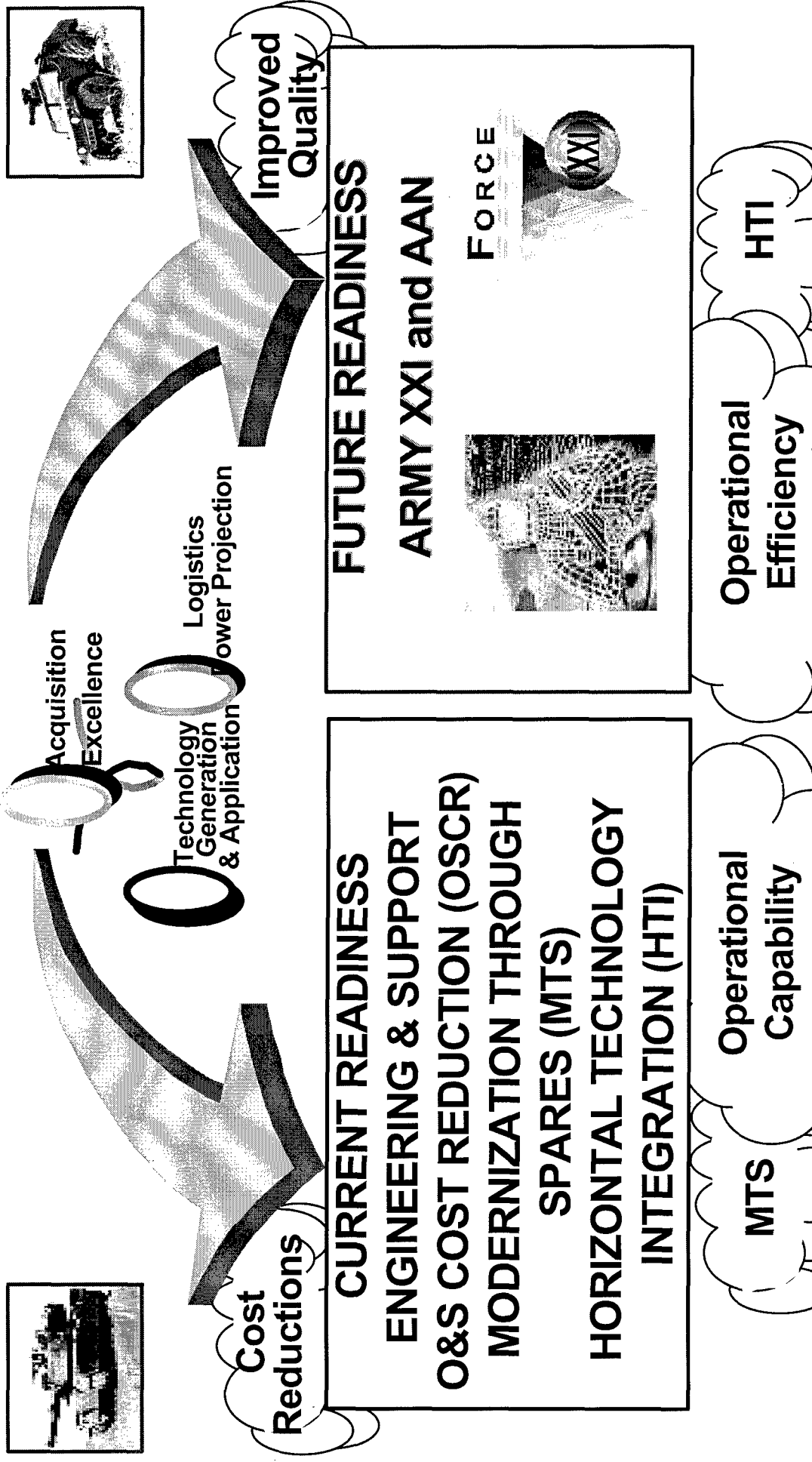
COMPETENCIES

BEST
VALUE

Technology Generation and Application

Research and Development Supporting The Business Of

War



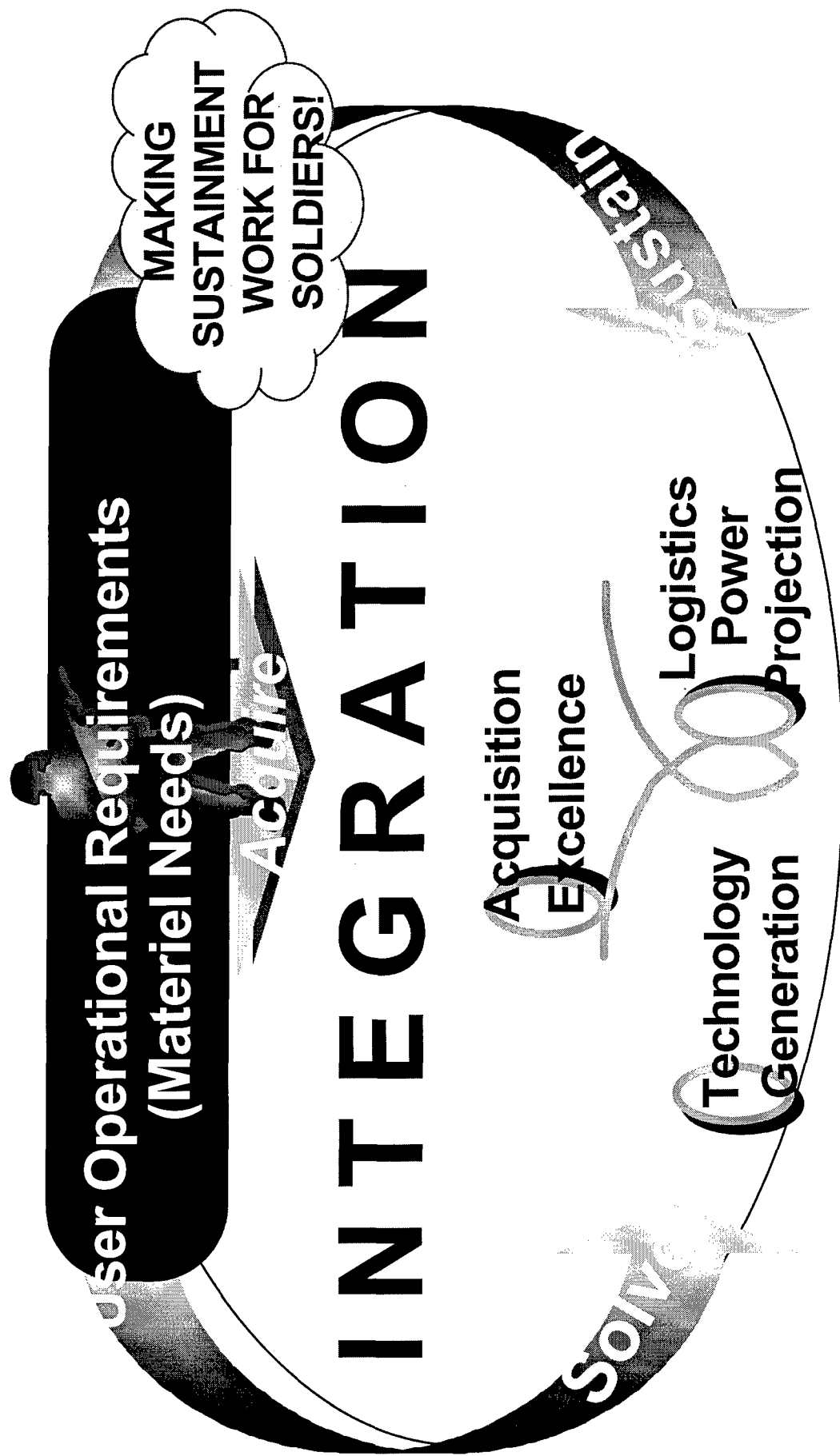
Making Technology Work For The Soldier

Forging Partnerships for Success

Critical Elements

- **Time and Readiness Issues**
- **Technologies We Support**
- **Many Players Involved At Many Levels**

SPEED WILL BE MORE CRITICAL



READINESS Result . . .

Logistics Power Projection

Material Management Supporting The Business Of War

Partnerships With DLA

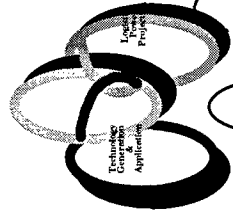
Contractor Bidst. Service Amount

ACME 10K

Rate 4

TRWV 8K

Rate 3



MAINTAIN TECH
DATA...

7.5M DRAWINGS

3,341 NSNs

CONSUMABLE/
REPARABLE ITEMS

964,000 NSNs

SUPPORTED
BY ENGR

3,341 SYSTEMS
(NSNs) SUPPORT
WEAPON SYSTEM
READINESS

DLA support
51% of Stock
NSNs for TAC
SORTS System

RECEIVES &
FILLS
CUSTOMER
ORDERS ...\$1.2B

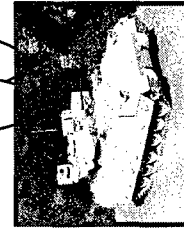
Supports Soldiers
Around The World



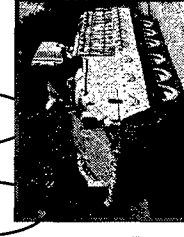
M1A1
ABRAM
S



M1A2
ABRAMS



M3
BRADLEY
CFV



M2
BRADLEY
IFV



M109
PALADIN
A6



M966
HMMWV



M198 155mm
Med Howitzer

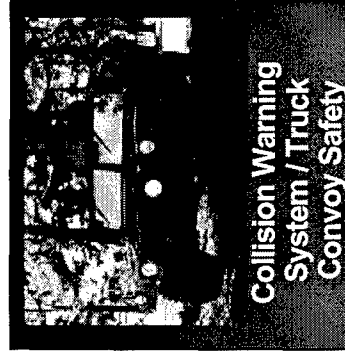


M983
HEMTT
TRACTOR

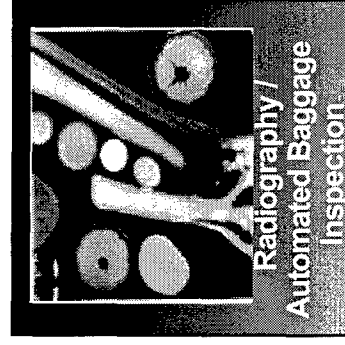
Making Sustainment Work For The Soldier

Meeting The Challenge Of The Future With Dual Use Technologies

* Collision Warning System	↔	* Truck Convoy Safety
* Radiography	↔	* Automated Baggage Inspection
* Cubane Chemistry	↔	* Antiviral/HIV Research
* Autoloader Technology	↔	* Epilepsy Sensors
* Four Stroke Direct Injected Diesel Engine	↔	* Lightweight, Fuel Efficient Future Engines
* Waste Oil Reutilization	↔	* Fuel Savings & Disposal of Used Eng Oil
* Metal Matrix Composites	↔	* Improved Composite Performance
* TACTICS an Engineering-Domain Integrated Infrastructure	↔	* Compatibility for Dissimilar Computer Systems
* Shaped Charge Warheads	↔	* Oil and Gas Exploration



Collision Warning
System / Truck
Convoy Safety



Radiography /
Automated Baggage
Inspection



Cubane Chemistry /
Antiviral/HIV Research



Autoloader
Technology /
Epilepsy Sensors

What's Good For America's Army... Is Also Good For America

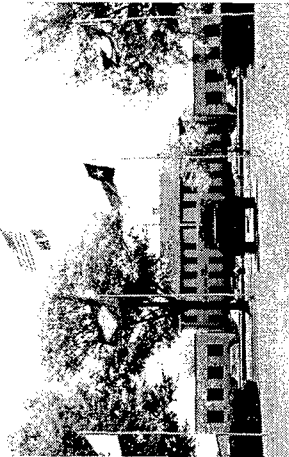
LOG FOCUS SUSTAINMENT



Contractors

M1
M939
HEMTT
BFVS
PALADIN

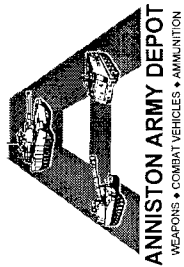
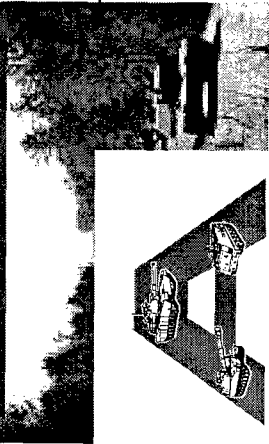
TACOM - THE
SUSTAINMENT
INTEGRATOR -



Red River Army
Depot

TACOM MANAGES
71% OF THE ARMY'S
REPORTABLE
EQUIPMENT
DENSITY.

Anniston Army
Depot



FOCUSED
SUSTAINMENT

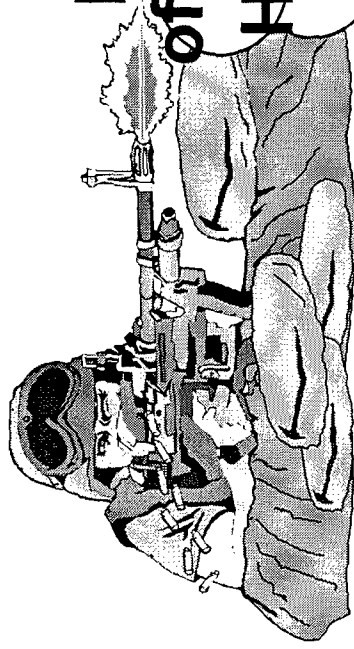
SOLDIER
MECHANICS:
MANPOWER

SOLDIER MECHANICS:
TRAINING

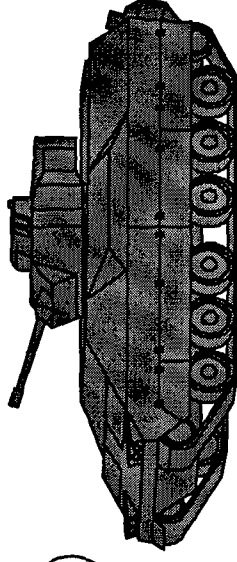
- DIAGNOSTICS
- TRAINING
- ON DEMAND MECHANICS
- LOG DATA PRODUCTS

- Why It's Important That We Do This**
- **Technology Revolution**
 - **Logistics Revolution: Buy Response, Not Inventory**
 - **DoD's Increased Mission Responsibility's/Declining Resources**
 - **For Our Own Survival**

THE TECHNOLOGY REVOLUTION

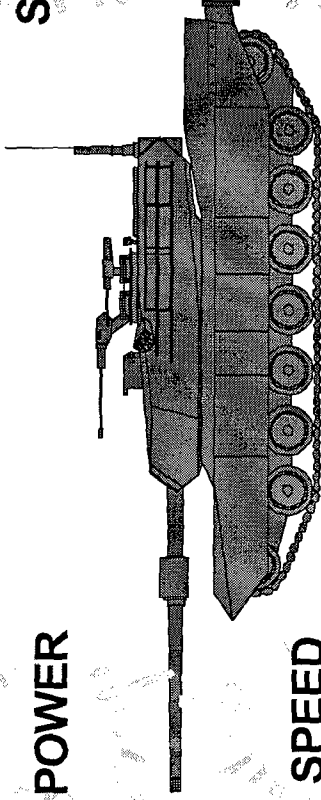


Rapid insertion
of best technology
Highly reusable
systems



New power
sources
Lighter, stronger
materials

Technology Applications
Smart/Brilliant Munitions
Sensors
Robotics
Advanced Mfg Processes
Fuels



POWER

SPEED

STRENGTH
Satellite Communications
Intelligent Networks
Voice Activated Automation
Diagnostic Systems
STEALTH
Artificial Intelligence
Nanotechnology

A Revolution in Business Affairs . . .

- 🔑 Reducing Overhead & Streamlining Infrastructure
- 🔑 Taking Maximum Advantage of Acquisition Reform
- 🔑 Competitive Sourcing and Privatizing
- 🔑 Leveraging Commercial Technology, Dual-Use Technology & Open Systems
- 🔑 Partnering with Business and Industry to Leverage Resources
- 🔑 Reducing Unneeded Standards & Specifications
- 🔑 Utilizing Integrated Process & Product Development
- 🔑 Increasing Cooperative Development Programs

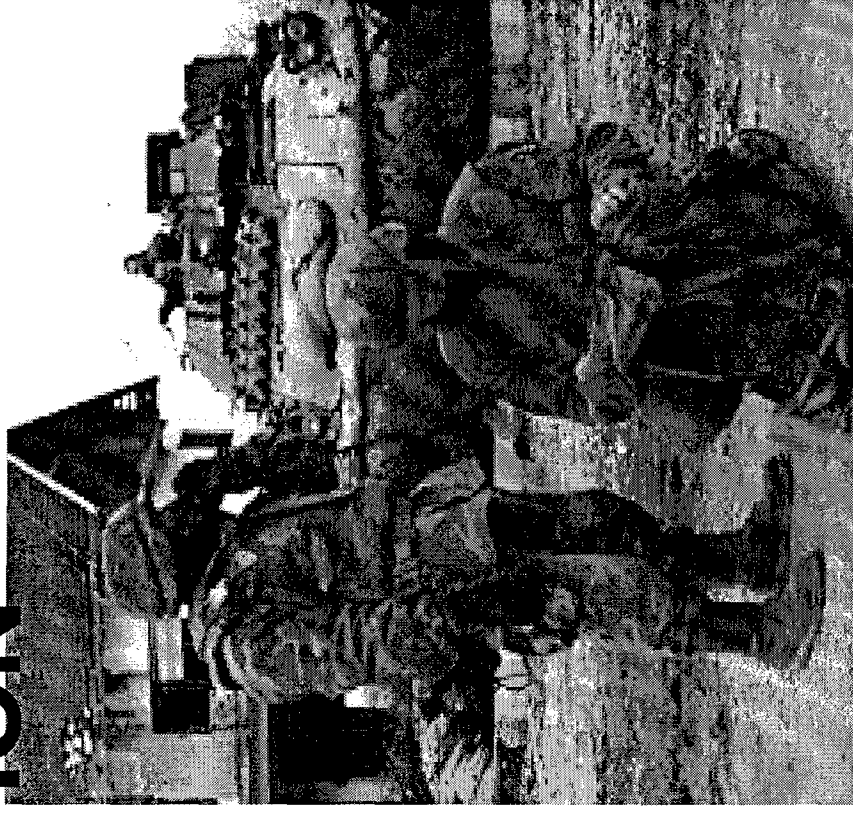
With Allies to Win on the Battlefield of Change
Position Us

LOGISTICS REVOLUTION

- ✓ Distribution-Based:
Logistics Velocity, not
Logistics Mass
- ✓ Real-Time Situational
Understanding
- ✓ New Organizational
Designs
With a Seamless Logistics
System
- ✓ Supporting Our Soldiers'
Needs

Objectives of Logistics Revolution

- ✱ Improve service to the warfighter
- ✱ Reduce costs to enable modernization
- ✱ Eliminate infrastructure while dramatically
improving response time
- ✱ Reduce logistics footprint to enhance agility



BUY RESPONSE .
NOT IN

CHANGING FOR OUR OWN SURVIVAL

Old Ways CANNOT Be New Ways!

ARMY NEEDS



- Rapid Deployment
- Battlefield Mobility
- Maximum Flexibility
- Situational Awareness

Power Projection



1989

300%
Increase in
Mission
Commitments



1996

Mass of Logistics Systems

- 72 Log Systems/Hundreds of Databases
- Secondary Item Inventory \$9 Billion
- Five Maint Levels from Operation to Depot
- Over 7 Million Requisitions Annually

Army Resources

	<u>FY89</u>	<u>FY03</u>	<u>%</u>
Civ	403K	233K	42
Mil	769K	495K	36



Precision

```

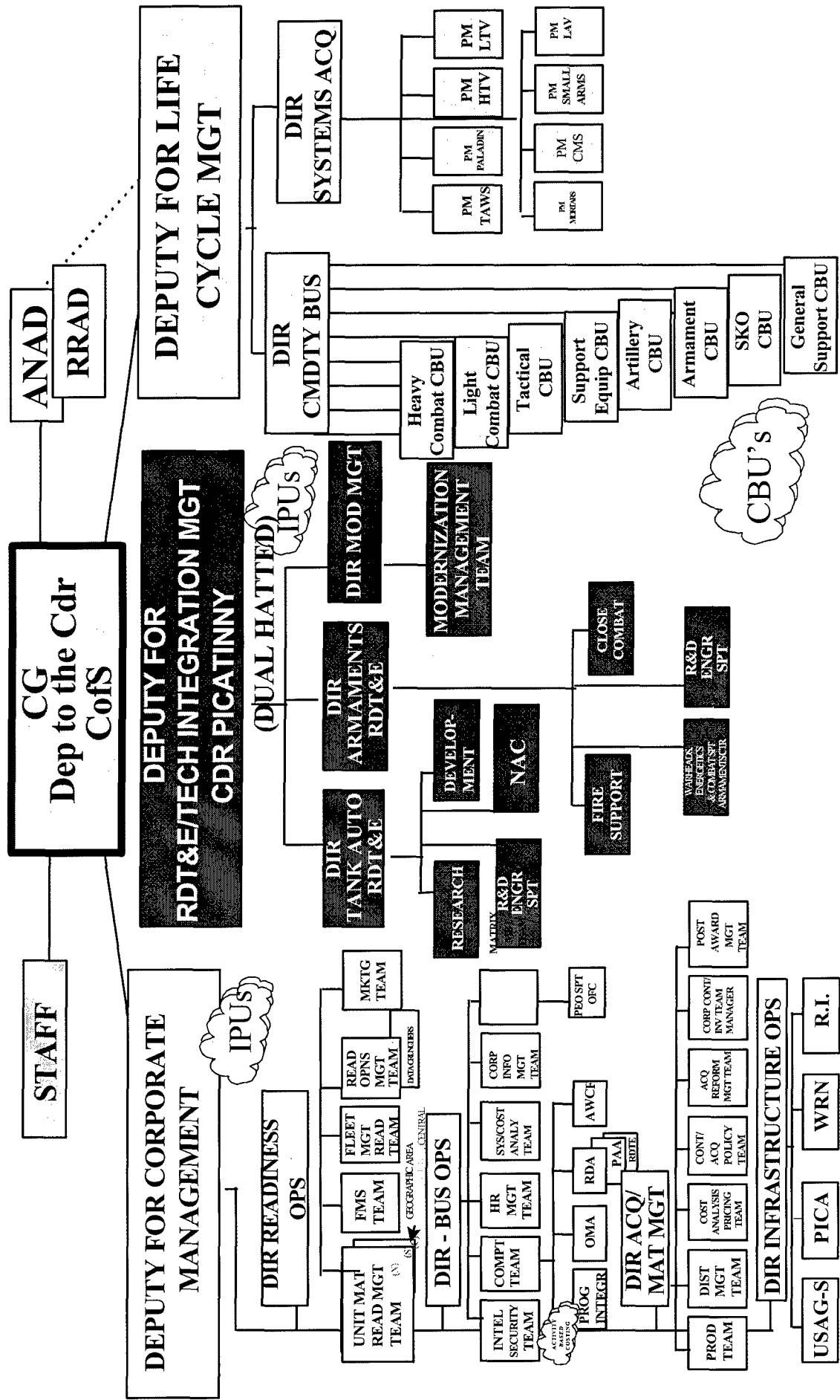
graph TD
    CG[TACOM COMMANDING GENERAL  
DEP TO THE COMMANDER  
CHIEF OF STAFF]
    IG[INSPECTOR GENERAL]
    PANDSS[PERSONAL AND  
SPECIAL STAFF  
BUSINESS CENTER]
    LO[LEGAL OFFICE]
    SC[BUSINESS CENTER  
SELFPRIDE]

    CG --- IG
    CG --- PANDSS
    CG --- LO
    CG --- SC
  
```

The organizational chart shows the TACOM Commanding General's staff structure. At the top is the TACOM Commanding General, Deputy to the Commander, and Chief of Staff. Reporting to this position are four offices: the Inspector General, the Personal and Special Staff Business Center, the Legal Office, and the Business Center Selfpride.



TACOM of the Future (Concept)



• Change Begins Tying It All Together Opportunities For...

Enhanced Defense Posture &

Readiness

RIGHT STUFF.....RIGHT PLACE.....RIGHT TIME



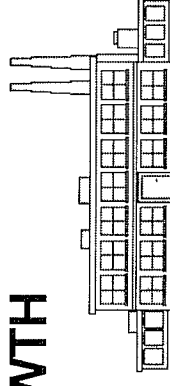
Successful Organizations
Will Seize the
Opportunities That
Change Brings!

Enhanced Business Growth

LEADER BASED...BUSINESS CENTERED...CUSTOMER-FOCUSED FIRMS

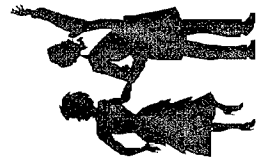


WILL FIND GOOD OPPORTUNITIES FOR GROWTH

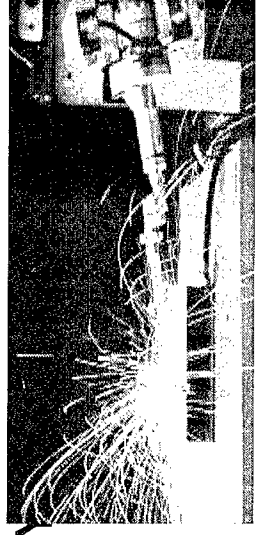
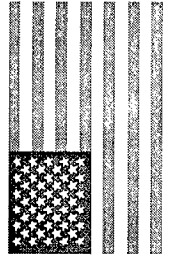


Enhanced Security & Stability for Society

STRONG DEFENSE POSTURE....STRONG INDUSTRIAL BASE....



WILL HELP PROMOTE A STRONG SOCIETY



Global Security Environment Has Changed

✱ Regional Instabilities

✱ Increasing Potential for Asymmetric Threats

✱ Proliferation of Advanced Technology

✱ Key Uncertainties (Russia & China)

✱ Transnational Dangers

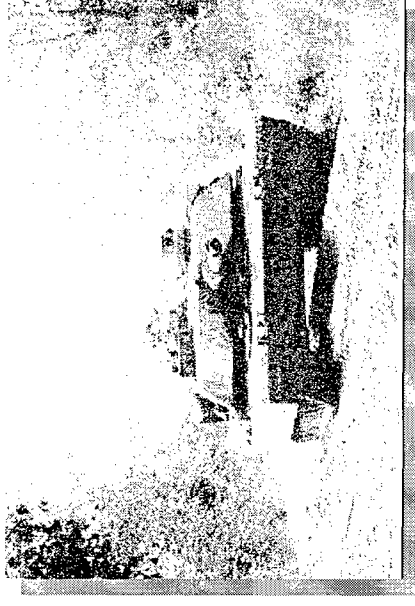
✱ Domestic Threats/Weapons of Mass Destruction

✱ Complex Human Emergencies

Suggesting Increased Demand for Land Forces

Our Nation's Defense Strategy Has Changed . .

Shape
*The International Security
Environment*



Respond
To the Full Spectrum of Crises



Prepare Now
To Meet Future Challenges

In Response to the Changing Global Security Arena

Bottom Line



The World Has Changed...

SO

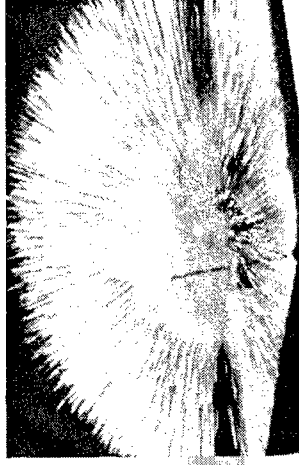
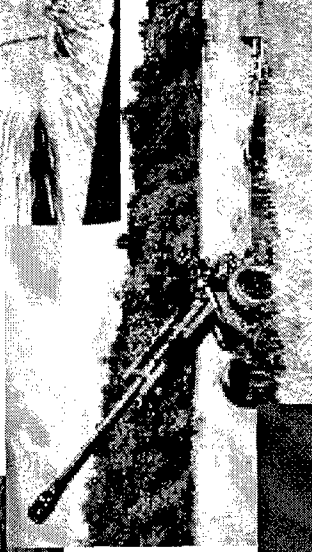
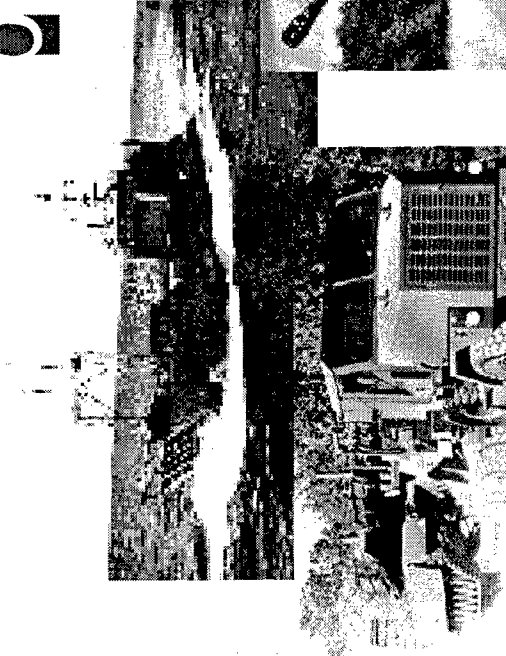
TACOM Must Change....

and

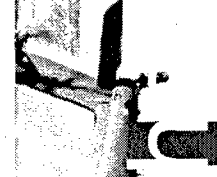
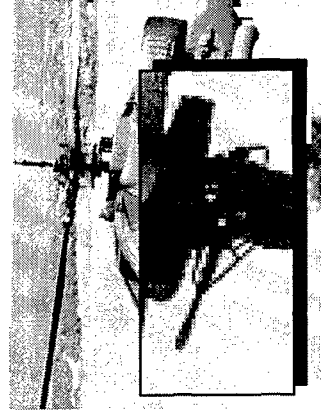
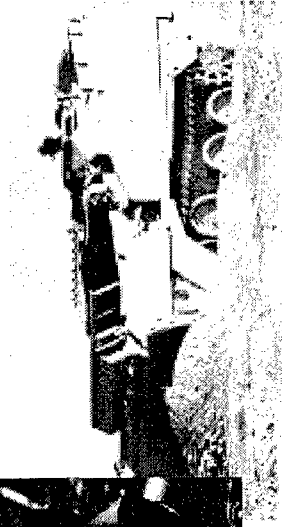
We Are Changing!!

Tank-automotive & Armaments COMmand

We Are Your Partners In Readiness



ns Integration



How We Need Your Help

- **Production Lead Time Improvements**
- **Join the Movement Toward Electronic Commerce**
- **Embrace Quality Reforms at All Levels**
- **Effective Partnerships Help All of Us Succeed**

PRODUCTION LEAD TIME IMPROVEMENTS

TACOM
STRETCH
GOALS FOR
FY00 =

190 DAYS:

ALT = 40 DAYS

PLT = 150 DAYS

DLA

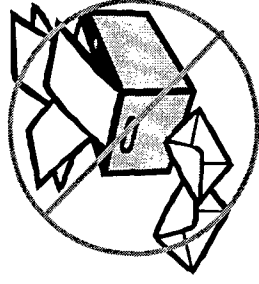
DLA



EMBRACE QUALITY

REFORMS

AT ALL LEVELS



TACOM

INTEGRATE AND

AUTOMATE ALL

ACQUISITION PRE- AND

POST-AWARD DOCUMENTS

AND PROCESSES

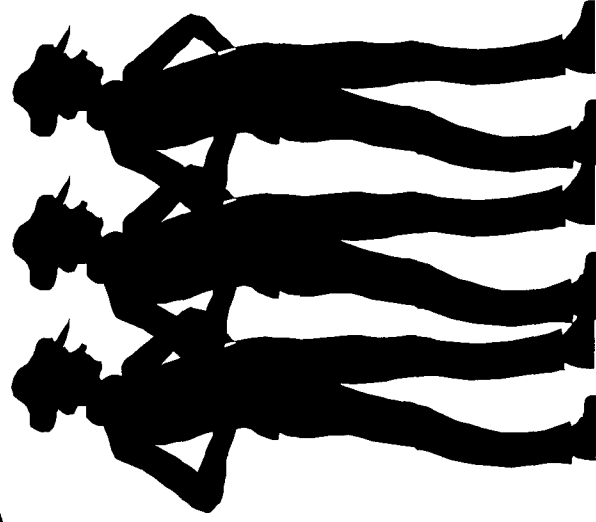
ULTIMATE

TACOM ALT

GOAL

48 HOURS!!!

SOLDIER



PARTNERSHIPS

HELP US

ALL SUCCEED

INDUSTRY

to Expect From This APBI

• Vision

A fully integrated business environment connected by a fully integrated data environment using commercial business processes to integrate business operations within each organization, across major Commands, across Services, across DoD and across Industry.

• Communication

We need your insight to help us improve our business, to discuss emerging strategies and technologies, to resolve problems, to alert us to potential opportunities for growth and to consider possible resources for next year.

• Visibility

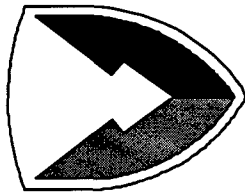
Bringing us all together to look inside our processes, to understand our environment, to discuss, debate, and to understand emerging insights that are important to us



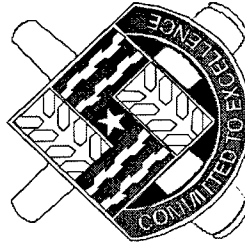
nitted To Excellence...

Routinely

LINKING BUSINESS PRACTICES...TO WARFIGHTING



AMC



TACOM

**“Building Partnerships
for the 21st Century”
THE TACOM MARKET:
AN OVERVIEW**

**Advanced Planning Briefing For
Industry**

*Presented by Mr. Daniel G. Mehney
Director of Acquisition Center*

27 October 1998

12/03/98

US Army Tank-automotive and Armaments Command
COMMITTED TO EXCELLENCE

1

055

- ★ **CONTRACTING BUDGET**
- ★ **ITEMS FOR PROCUREMENT**
- ★ **REFORM AND STREAMLINING**
- ★ **PROCUREMENT POINTS OF CONTACT**

WHAT WE BUY

ARDEC

R&D and Initial Production

MUNITIONS
WEAPONS &
ARMAMENTS SYS
FIRE CONTROL SYS
FUZES
WARHEAD MISSILES
ROCKET MOTORS
TRAINING ITEMS
LOGISTICS AND
GENERAL SUPPORT
POLLUTION
PREVENTION

WARREN

R&D, Production Sustainment

COMBAT VEHICLES
TACTICAL
VEHICLES/TRAILERS
SUPPORT EQUIP
TACTICAL BRIDGES
FUEL & WATER
DISTRIBUTION SYS
WATER CRAFT &
RAIL CARS

ACALA

Production, Sustainmen

COMBAT VEHICLE
ARMAMENTS
TRAINING DEVICES
CHEMICAL DEF
RIFLES
MACHINE GUNS
HANDGUNS
AIRCRAFT ARMTS
MORTARS
RECOVERY VEH
FIRE CONTROL SYS
CANNONS 105-165MM

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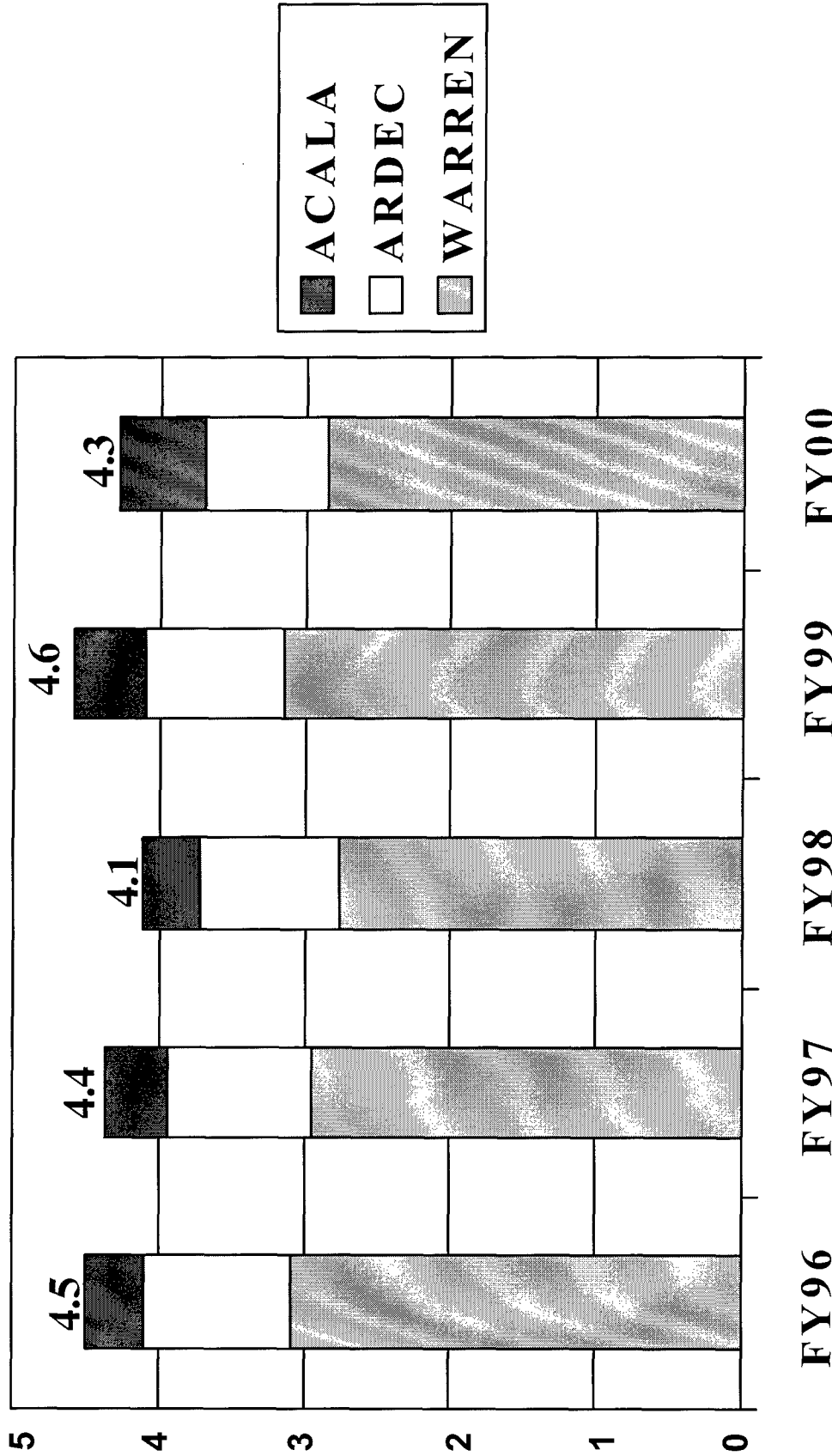
3

057

TACOM TOTAL CONTRACTS \$\$

Historical and Projected

\$'s (BILLIONS)

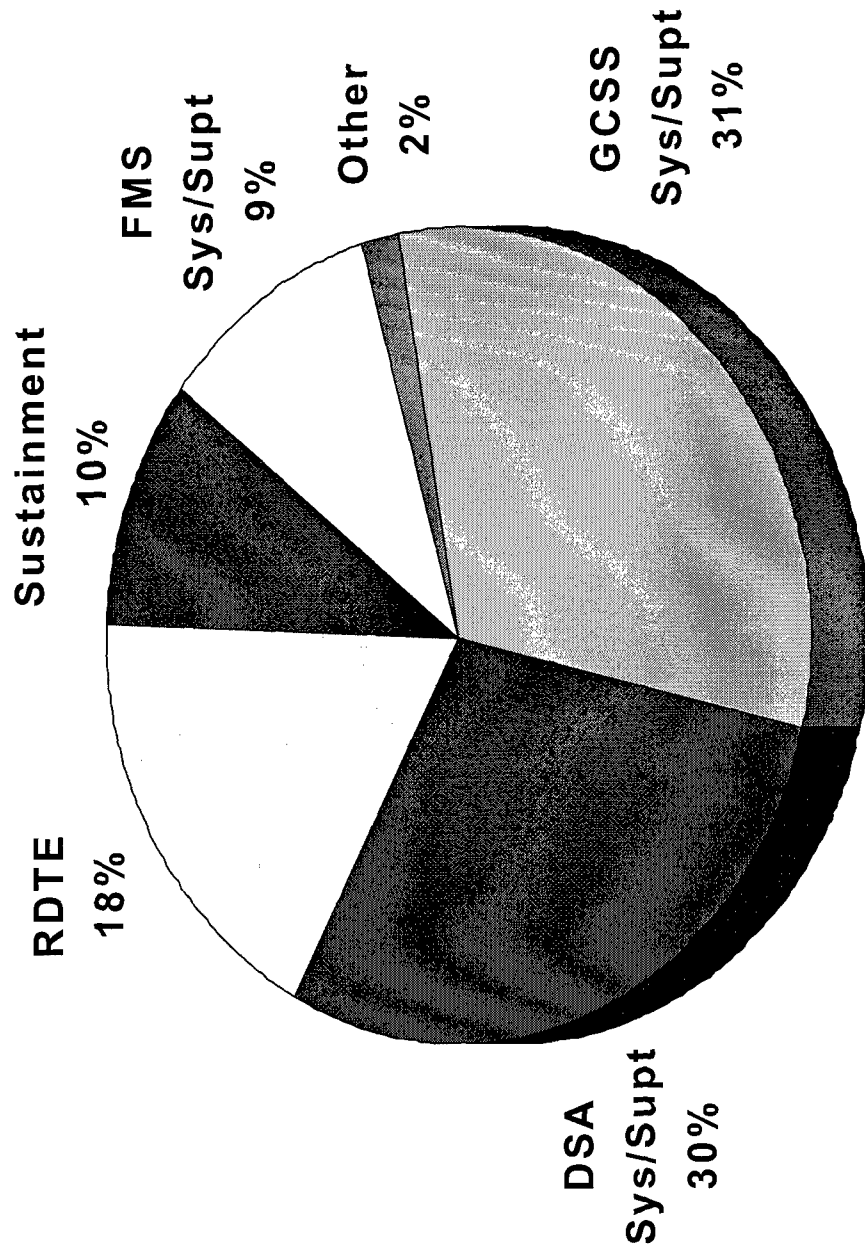


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TACOM TOTAL FY99 OBLIGATION PROJECTIONS

Fund by Customer: \$4.59 Billion Estimated Obligation



12/03/98

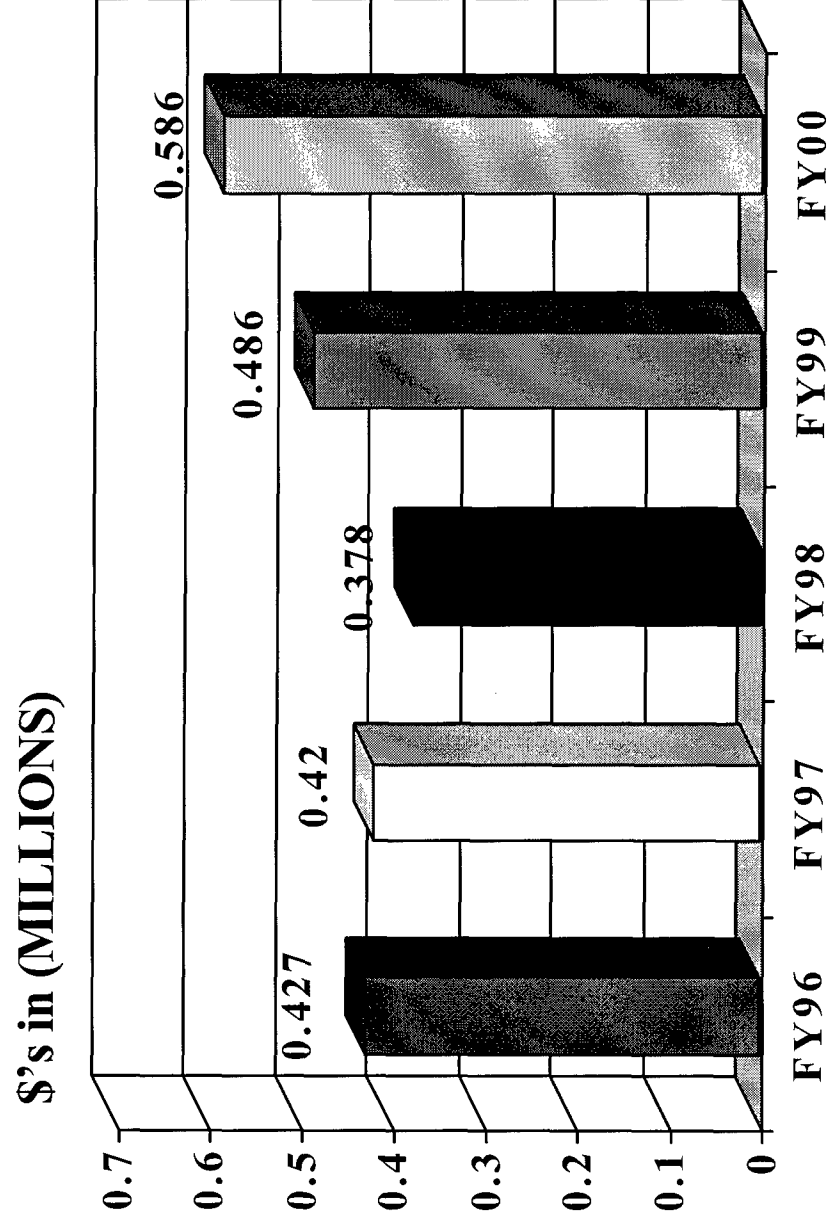
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059

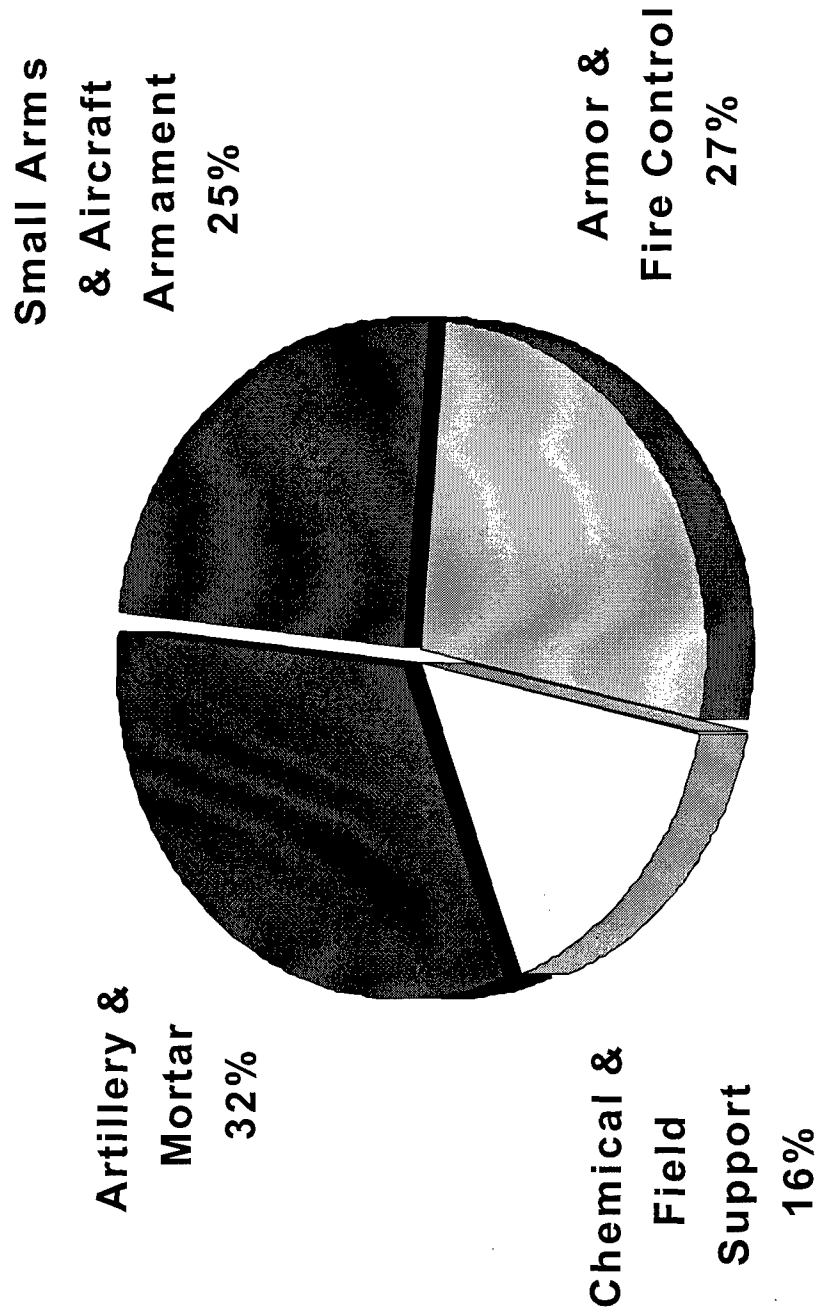
TACOM-ACALA CONTRACT \$'S

Historical and Projected



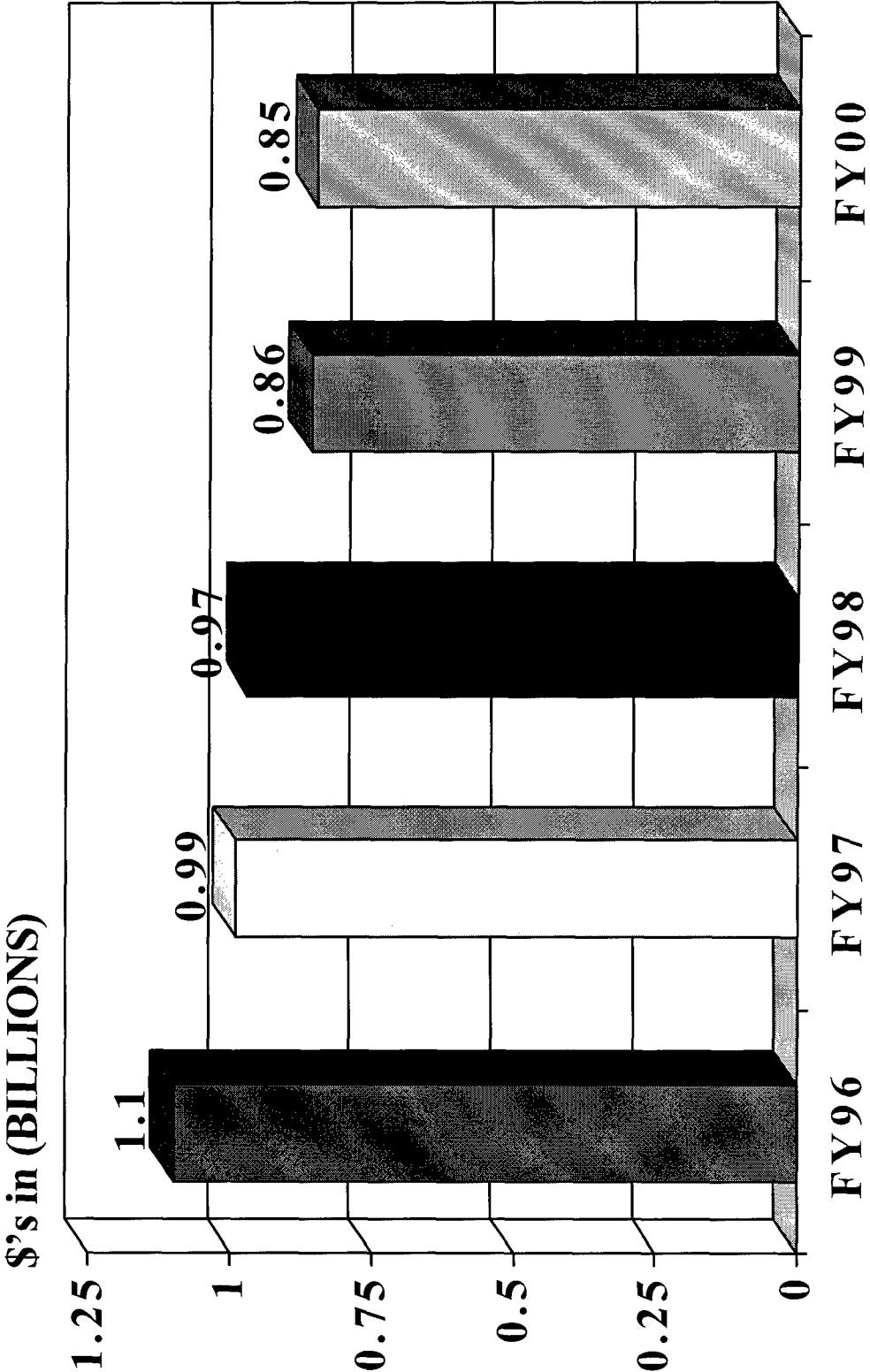
TACOM-ACALA FY99 OBLIGATION PROJECTIONS

Requirements Distribution: \$486 Million Estimated Obligation



TACOM-ARDEC CONTRACT \$'S

Historical and Projected



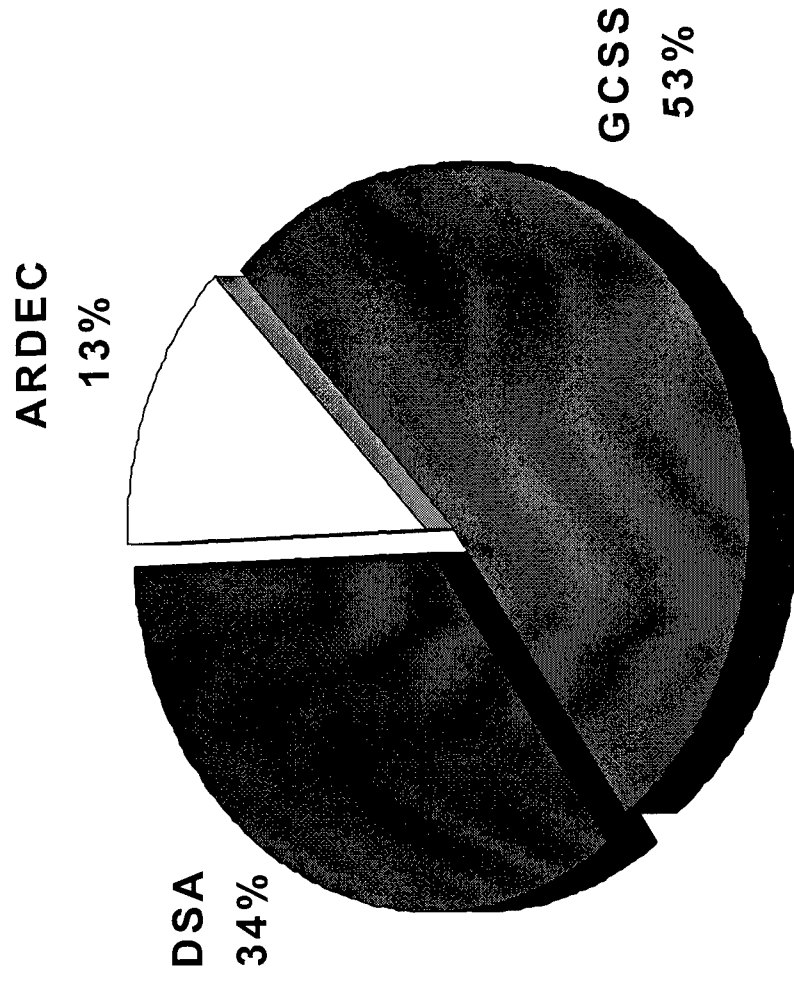
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8

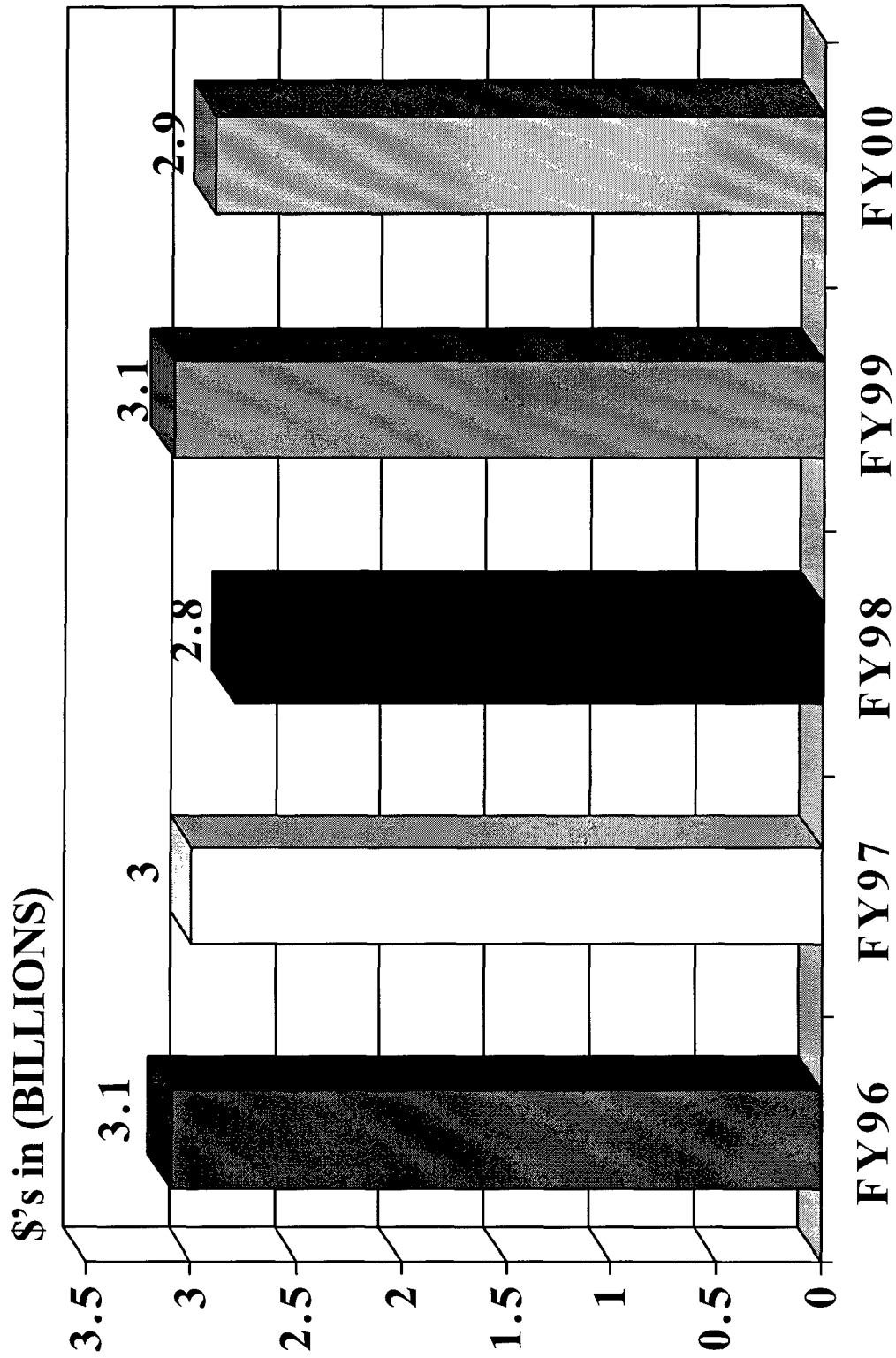
TACOM-ARDEC FY99 OBLIGATION PROJECTIONS

Requirements Distribution: \$856 Million Estimated Obligation



TACOM-WARREN CONTRACT \$\$\$

Historical and Projected



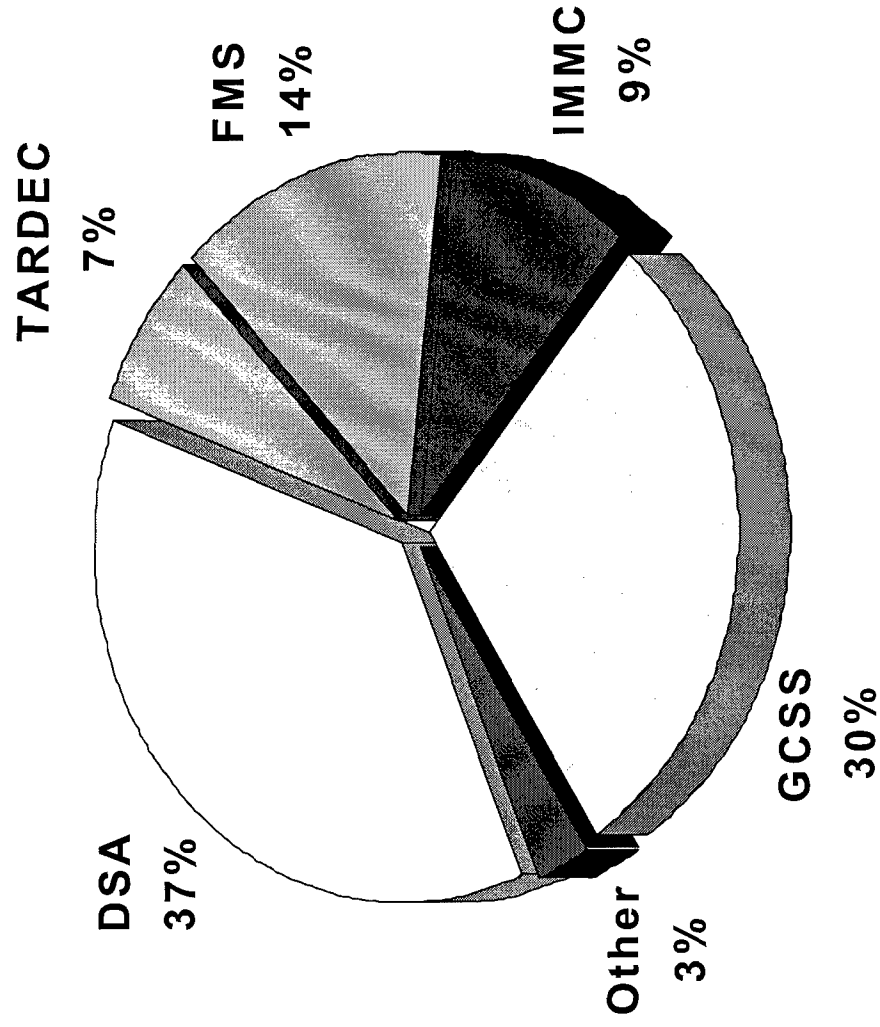
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TACOM-WARREN FY99 OBLIGATION PROJECTIONS

Requirements Distribution: \$3.1 Billion Estimated Obligation



TACOM Future Buys

Summary listing on the Web

[www.tacom.army.mil/acqcen/future_buys/
future_buy.htm](http://www.tacom.army.mil/acqcen/future_buys/future_buy.htm)

Table of Content links to
Program of your choice

Available for six (6) months

Requirements are best estimates.

TACOM ACQUISITION CENTER

Table of contents for Future Buys

	Page
• ACALA	
• ARMOR & FIRE CONTROL GROUP	4 - 10
• SMALL ARMS & AC ARMAMENT GROUP	11 - 14
• ARTILLERY & MORTAR GROUP	15 - 16
• CHEMICAL & FIELD SUPPORT GROUP	20 - 24
• ANNISTON ARMY DEPOT	17 - 18
• RED RIVER ARMY DEPOT	19
• WARREN (Sustainment Spares)	25 - 42
• ARDEC	43 - 52
• TARDEC	53 - 58
• DEPUTY FOR SYSTEMS ACQUISITION	
• DSA - PM-Heavy Tactical Vehicles	59
• DSA - PM-TAWS	60 - 66

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TACOM ACQUISITION CENTER

Table of contents for Future Buys

	Page
• DEPUTY FOR SYSTEMS ACQUISITION	
• DSA - PM-Light Tactical Vehicles	67
• DSA - PM-CMS	67
• DSA - PM-Light Armored Vehicles	68
• DSA - PM-FAASV	68
• GROUND COMBAT AND SUPPORT SYSTEMS	
• PM Bradley	69 - 72
• PM Abrams	73 - 74
• PM, Remanufacture	74
• PM, Ground Sys Integration	74
• PM Medium Tactical Vehicles	75
• INSTALLATION SUPPORT	76

TACOM-ACALA ACQUISITION CENTER

Summary of Estimated Requirements

Nomenclature	FY99	FY00
SMALL ARMS & AIRCRAFT ARMAMENT GROUP (Cont.):		
M203 Bracket (Module Weapons System)	2,200	2,200
M24 Blank Firing	1,440	1,400
M203A1 Mod Kit (M4 Carbine)	4,615	4,615
Butt Stock	1 lot	1 lot
Shotguns	800	800
M122 Tripod Mount	200	200
Barrel Assembly	5,031	5,031
Mount	350	350
Magazine Assembly	251,712	251,712
Receiver	100	100
Barrel Machine Gun	1,750	1,750
Adapter Ammo	12,600	12,600
Bolt Breech	2,186	2,186
9MM Pistol - M11	261	261

See Page No. 12 of Future Buys

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TACOM-ARDEC ACQUISITION

Summary of Estimated Requirements

Nomenclature	FY99	FY00
SGL SW Maint	RDTE	X
Env Tech Verification	RDTE	X
PC Maintenance	RDTE	X
Server SW	RDTE	X
PDN Sys Admin	RDTE	X
Cust PC Spt-B	RDTE	X
Base Level SW-A	RDTE	X
Base Level SW-C	RDTE	X
Base Level SW-D	RDTE	X
Network Mgmt	RDTE	X
CorpComp Mgt-A	RDTE	X
MAAWS	Service	X
30mm Ammo	RDTE	X
30mm Gun Turret	RDTE	X
25mm M919	175,000	X

See Page No. 45 of Future Buys

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TACOM-WARREN ACQUISITION CENTER

Summary of Estimated Requirements

Nomenclature	FY99	FY00
<u>DSA - PM-Heavy Tactical Vehicles</u>		
PLS Truck	145	94
PLS Trailer	96	94
PLS Flatracks (CROP)	596	566
PLS Container Handling Unit (CHU)	60	130
Tactical Fire Truck	5	5
HETS	185	178
HEMTT	124	108
HEMTT ESP	0	24
Heavy Dry Support Bridge	0	3
Common Bridge Transporter (CBT)	66	34
Bridge Adapter Pallet (BAP)	84	26
Improved Boat Cradle	34	0
Improved Ribbon Bridge	0	18

See Page No. 59 of Future Buys

12/03/98

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TACOM-WARREN ACQUISITION CENTER

Summary of Estimated Requirements

Nomenclature	FY99	FY00
<u>Ground Combat and Support Systems PM Abrams</u>		
Abrams Tank STS	Service	Service
AIM Production	90	90
T58 Track	18,720	18,720
New Equipment Training	Service	Service
Multi-year IV SEP cut-in	120	120
NBC Fire Fix Mod	90	116
AcqPro Maintenance Services	Service	Service
X1100-3B Transmission STS	Service	Service
AGT 1500 Engine STS	Service	Service
ANAD/AlliedSignal Partnership (Engines)	132	132
Roadwheel Upgrades	120	120
Final Drive Upgrades	260	260
Battlefield Override Large Hull kit	333	333
Battlefield Override Transmission kit	333	333

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See Page No. 73 of Future Buys

18

Where We Were!

(FY92)

**Government/Industry
Relationships**

**“Arms-length” Often Adversarial
Limited Industry Input
Functionally Segregated;
Consecutive Processing**

**Requirements
Reform**

**Design Specifications
Government Configuration Cntl
Extensive, Redundant Testing
Unique Processes and Products
Commercial Items The Exception**

**Process
Reform**

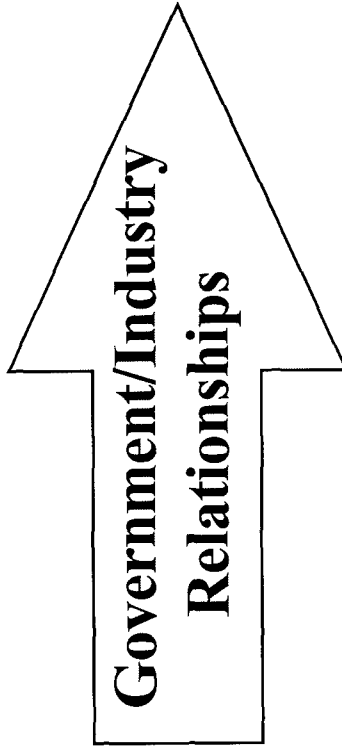
**Rule Based Process
Paper Process, Drawings &
Aperture Cards
Limited Imprest Fund Auth (<\$50)
Low Bid Preferred Approach
Large Inventories**

12/03/98

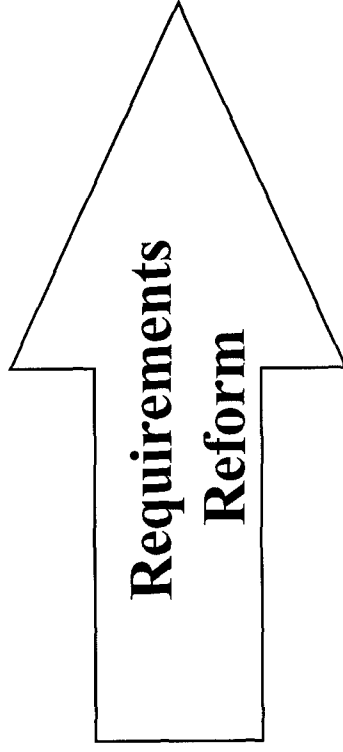
19

073

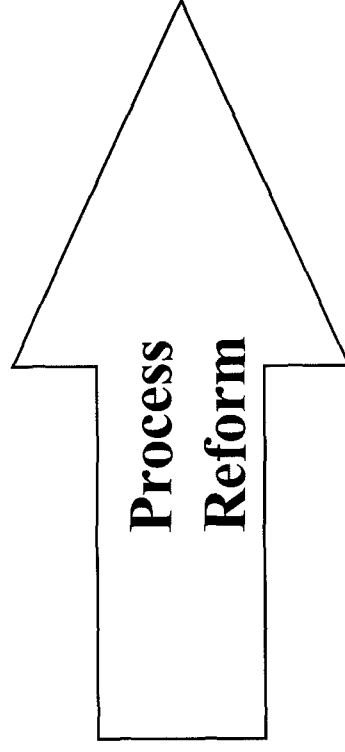
Where We Are!



**Partnering
Integrated Production Teams
Concurrency in Procurement
(ALPHA Contracting)
Alternative Dispute Resolution**



**Performance Based Requirements
Contractor Configuration Control
Simulation in Lieu of Testing
Single Process Initiative
Commercial Products & Processes**



**Electronics/WWW/EDI
Credit Cards
Long Term Contracts
Past Performance Evaluation
Direct Vendor Delivery**

Where We

Going!

**Government/Industry
Relationships**

**Qualified Supplier List
Leveraged Bus. with DCMC/
DLA & Industry
Prime Vendor
Longer Term, Fewer Contracts
Focus on Small Bus. Participation
Corporate Contracts**

**Requirements
Reform**

**Shorter Cycle Times
Logistics Reform & Privatization
Modernization Thru Spares
Commercial Products
Focus On Reducing Cost of
Ownership/Life Cycle Cost**

**Process
Reform**

**Electronic Contracting & Ordering
Electronic Shopping Malls/Virtual
Contracting Web Site
Expand Credit Card Use
More Integrated Product Teams**

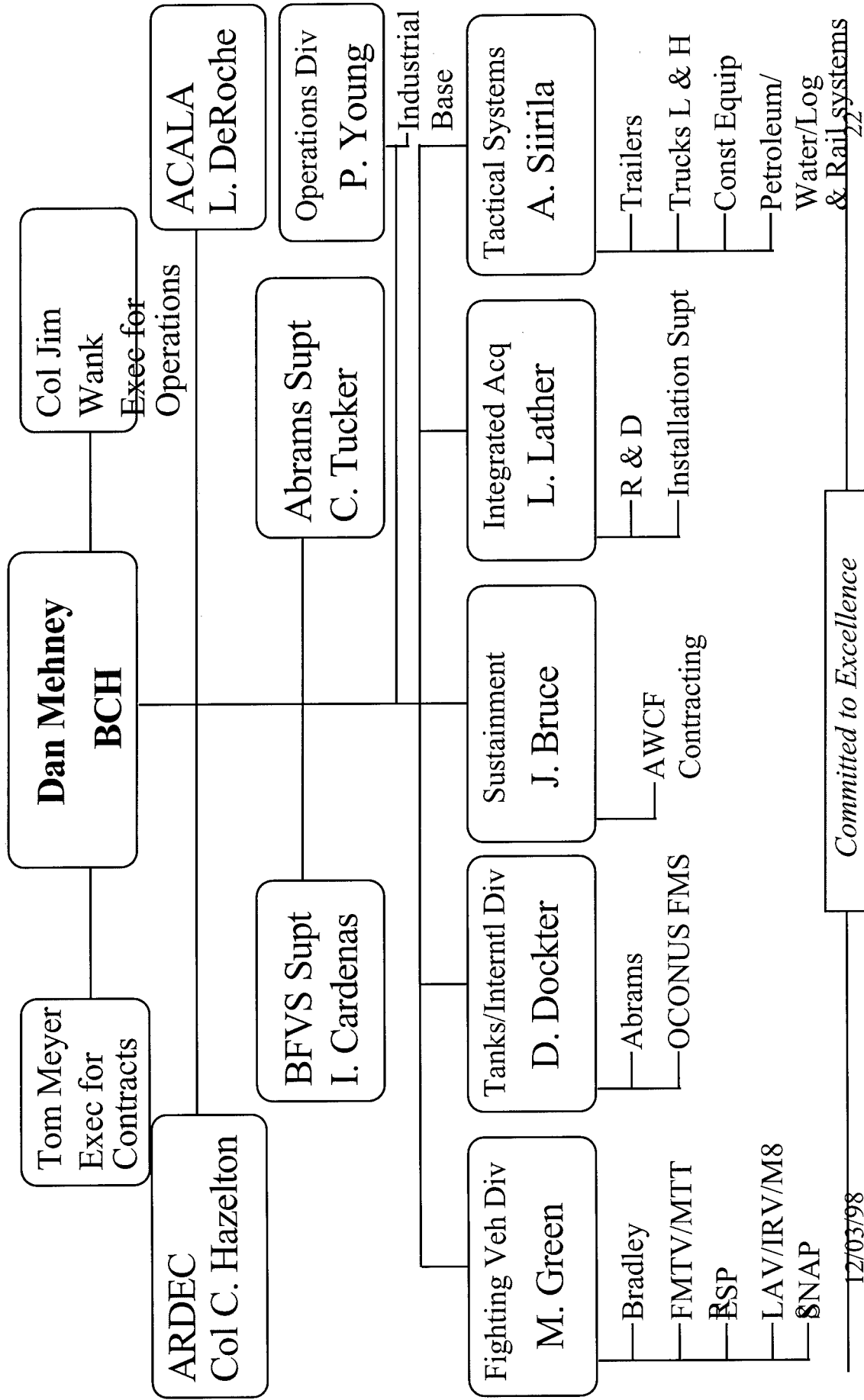
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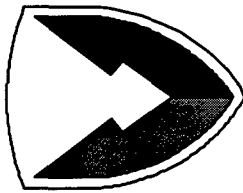
TACOM-WARREN

Points of Contact



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TACOM

**“Building Partnerships
for the 21st Century”
THE TACOM MARKET:
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*Presented by Mr. Daniel G. Mehney
Director of Acquisition Center*

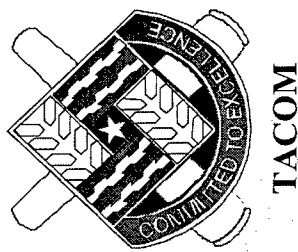
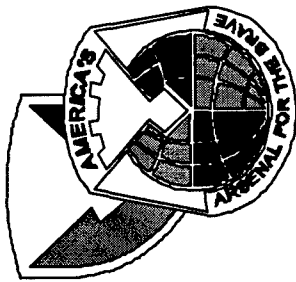
27 October 1998

12/03/98

US Army Tank-automotive and Armaments Command
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077



Welcome to TACOM's Advanced Planning & Briefing for Industry and Partnerships for the 21st Century"

by E. Beauchamp, Commanding General

27 October 1998

TACOM Outstanding Partners (TOPS) Award Program

(Name of program tentative at this time.)

Larry Ellena

Contract Management Support Team

AMSTA-AQ-DE

(810) 574-5249

26 OCT 98



Previously Known as:

**TACOM Contractor Excellence
Award Program**

Why Established?

- **TACOM needed a way to show our appreciation to outstanding contractors.**
- **In a formal ceremony, with an award.**

History

- Program established 1989-90 timeframe.
- Awards made to Small and Large Businesses.

Selection Criteria Used

- Superior Product/Service Quality
- On-time Delivery
- Superior Customer Service
- Reliability/Dependability/Consistency
- Contribution beyond Contract
- Innovation
- Cost Savings to TACOM

1997 Awardees

- Litton Laser Systems
(Large Business - M1A2 Eyesafe
Laser Rangefinder)
- Dimensions, International
(Small Business - Support to the
Tactical Wheeled Vehicle Fleet)

Littton Laser Systems

■ Award based on:

- Perseverence and commitment to the Abrams Program.
- Innovative effort on new technology, despite strain during design phase, which put program behind.
- Dedication to teaming concept.

Littion Laser Systems

■ Resulting in:

- Safer training environment for soldier.
- Successful First Article Test.
- Deliveries back on original schedule, due to accelerated deliveries on revised schedule.

Dimensions, Int'l.

■ Award based on:

- Unmatched quality support to all Tactical Wheeled Vehicles systems with Total Package Fielding, and New Equipment Support.
- Overseas support/60 hours per week.
- Timely support beyond that required in contract.

Dimensions, Int'l.

■ Resulting in:

- Savings of soldier's lives through timely delivery of armor requirements.
- DoD cost savings of \$18 million.
- Operational readiness of Tactical Wheeled Vehicles for Operation Joint Endeavor at 93%.
- Other cost savings.

New Program Established

- This year it was decided to expand scope of program.
- Program now includes more categories, allowing more outstanding contractors chance of award.

Why?

- TACOM recognizes the fact that we have many contractors falling into totally different categories.
- Patterned after a Soldier Systems Command Program.

New Program Established

- Now named (tentatively) the TACOM Out-standing Partners (TOPS) Award Program, which has two phases.
- Involves all three sites: ACALA, ARDEC, and TACOM-Warren.

PROGRAM PHASES

Phase I: Each site gives their own "Contractor Excellence Award."

Phase II: All sites submit award nominees to a committee located at TACOM-Warren. Committee includes members from all sites.

PROGRAM PHASES

- Phase I: Winners of this phase are automatically nominated for "Most Valuable" Award.
- Phase II: Nominees taken in all categories with Committee deciding the overall, "Most Valuable" Contractor.

NEW CATEGORIES

- Most Valuable Vendor
- Special Recognition
- Innovative Research
- Educational Excellence
- Research and Development
- Javits Wagner O'Day

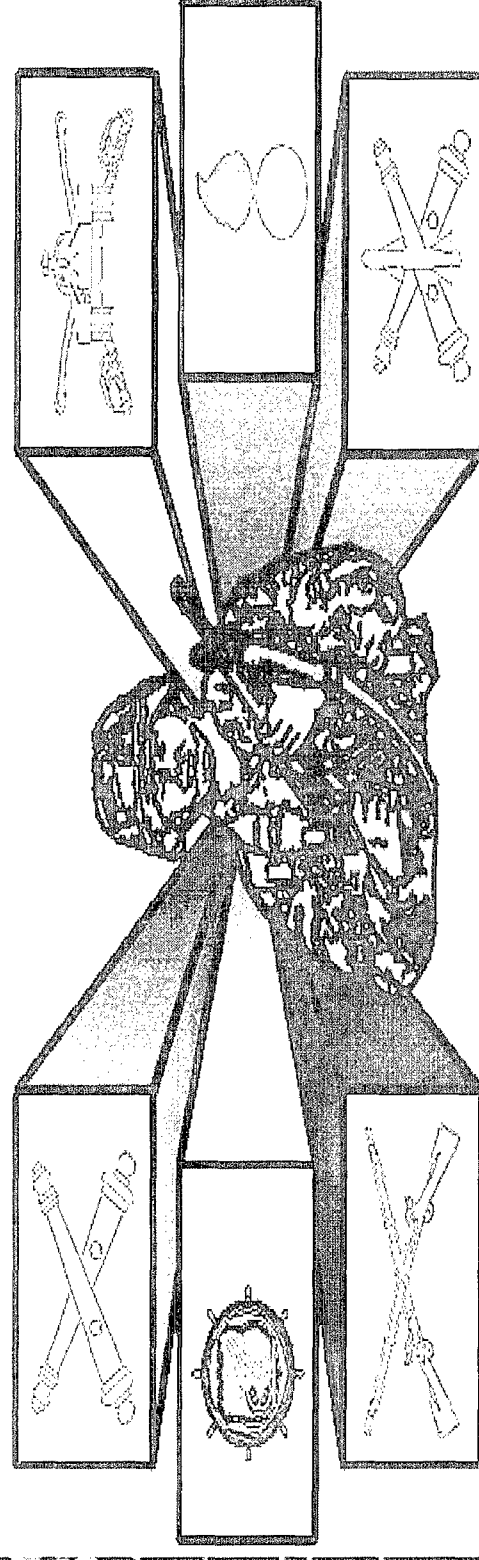
SELECTION CRITERIA

- Include all criteria as shown previously for the Contractor Excellence Award Program, and...
- Additional criteria based on each specific category.

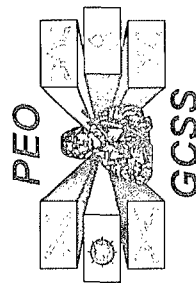
PROGRAM POC'S

- Mr. Larry Ellena,
(810) 574-5249
- Mr. Prince Young,
(810) 574-7216

Ground Combat and Support Systems Opportunities in Partnering 1999 Advance Planning Briefing for Industry



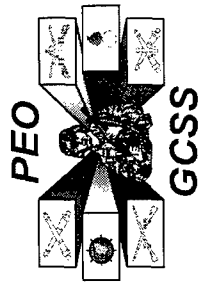
Mr. Albert Puzzuoli
Deputy Program Executive Officer,
Ground Combat & Support Systems



Mission Statement

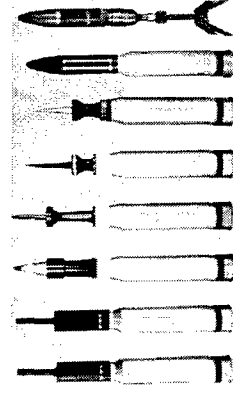
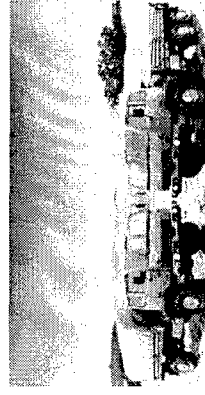
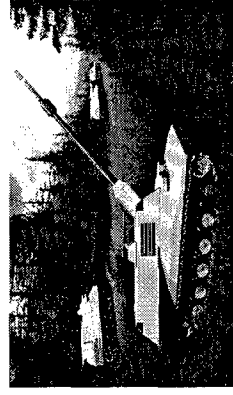
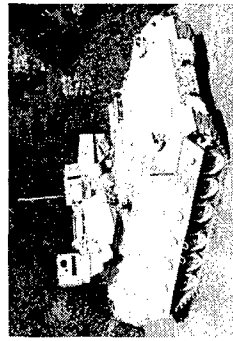
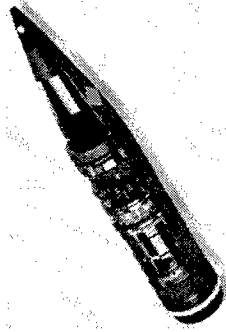
To Maintain a Total Army Perspective in Managing the Development, Acquisition, Testing, Systems Integration, Product Improvement and Fielding That Places the Best Ground Combat and Support Systems in the Hands of our Soldiers

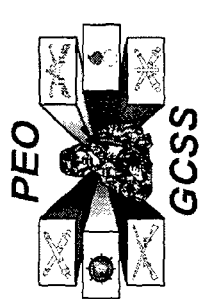




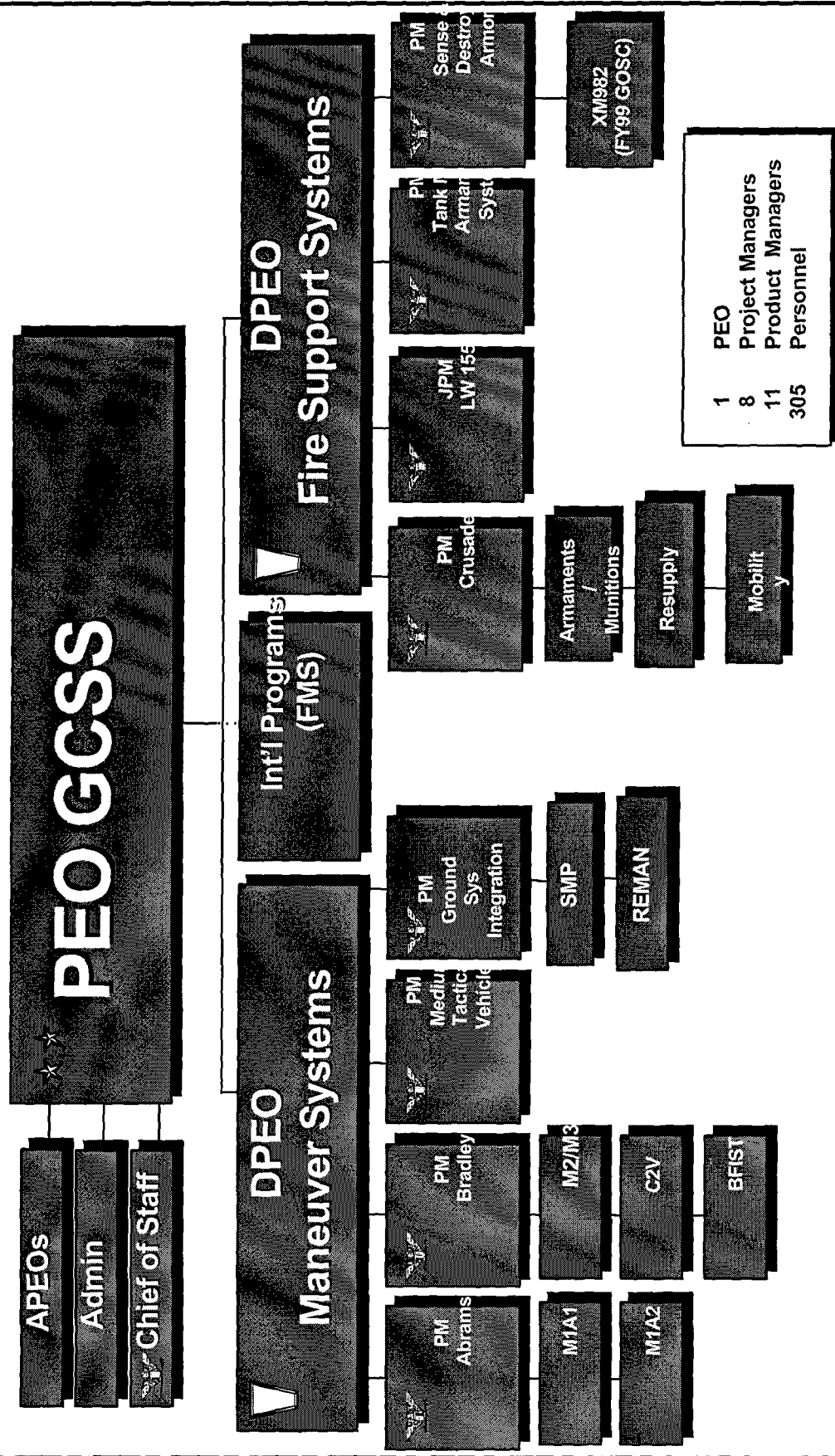
Our Vision

**A Flexible and Integrated
Team of Highly Trained and
Motivated Military and
Civilian Acquisition Experts
Committed to Ensuring That
our Soldiers are Equipped
with the World's Finest
Ground Combat and Support
Systems**

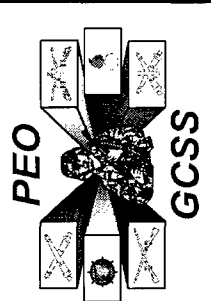




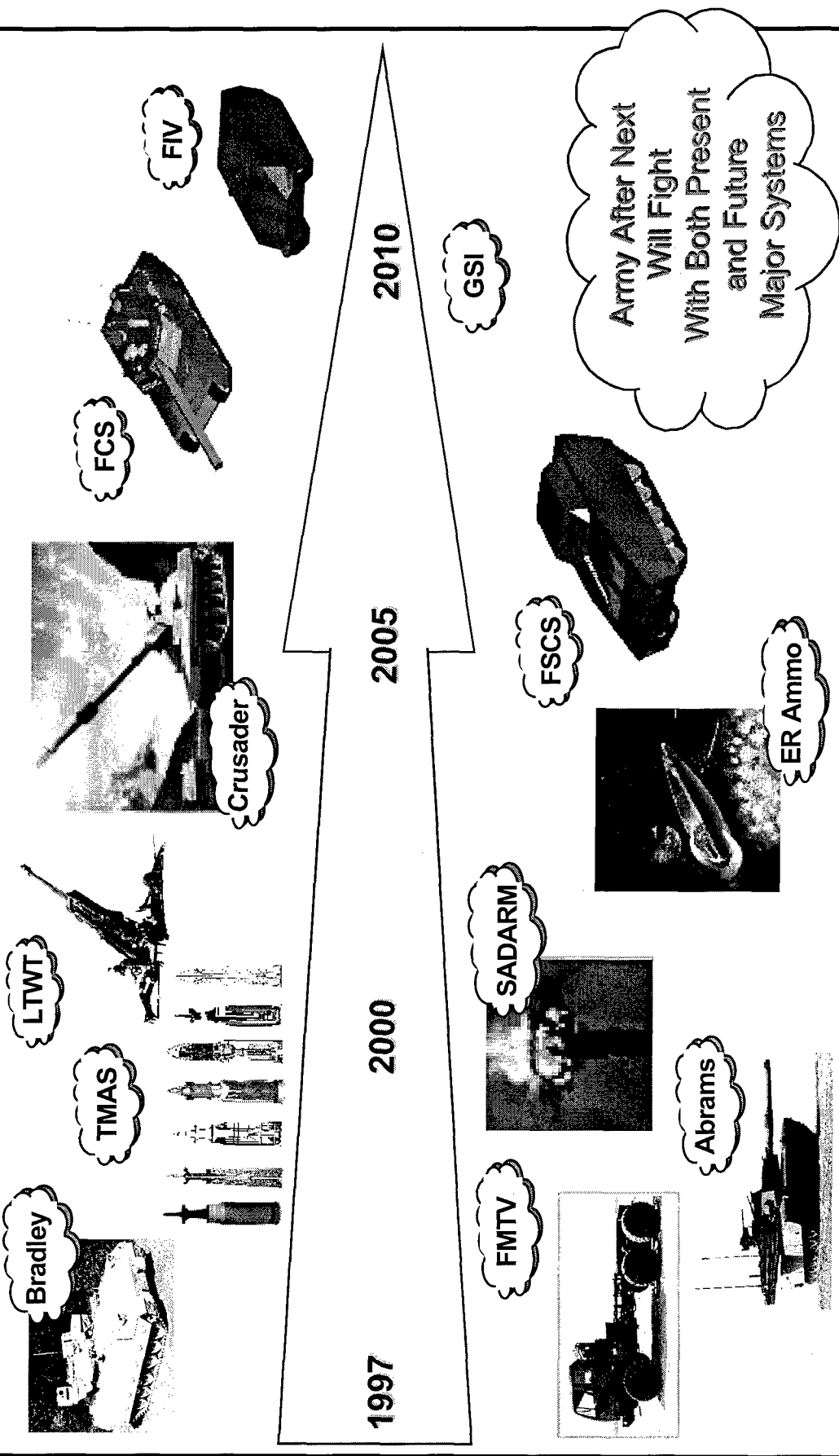
Current Organization

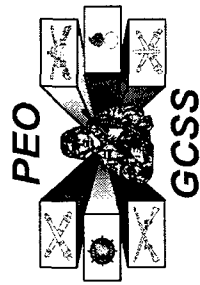






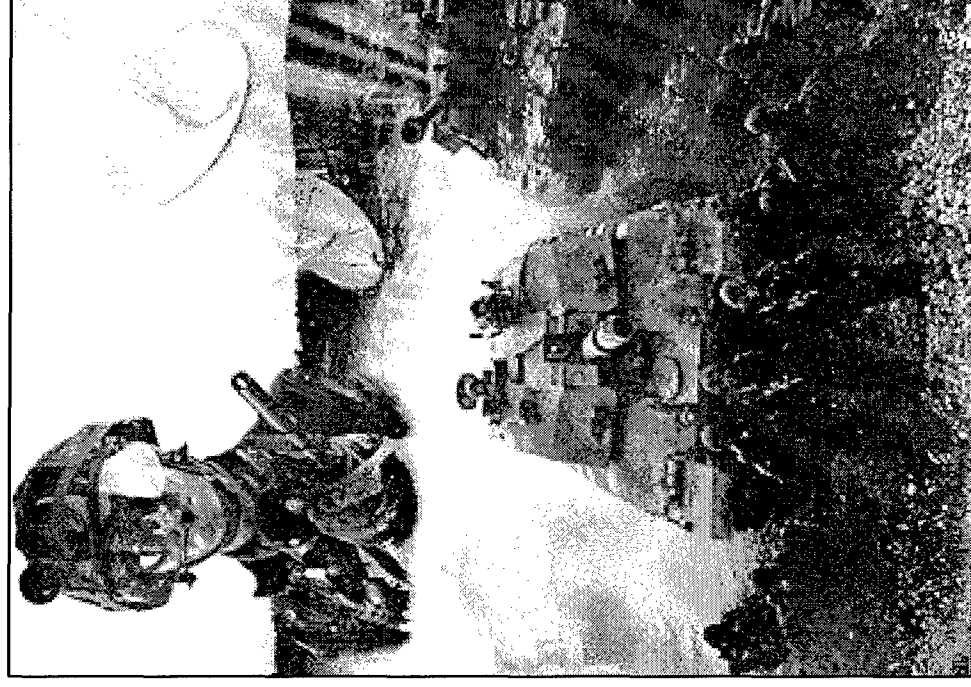
PEO - GCSS Focus

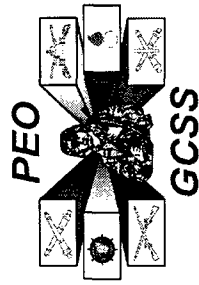




Total Life Cycle Management Policy & Approach

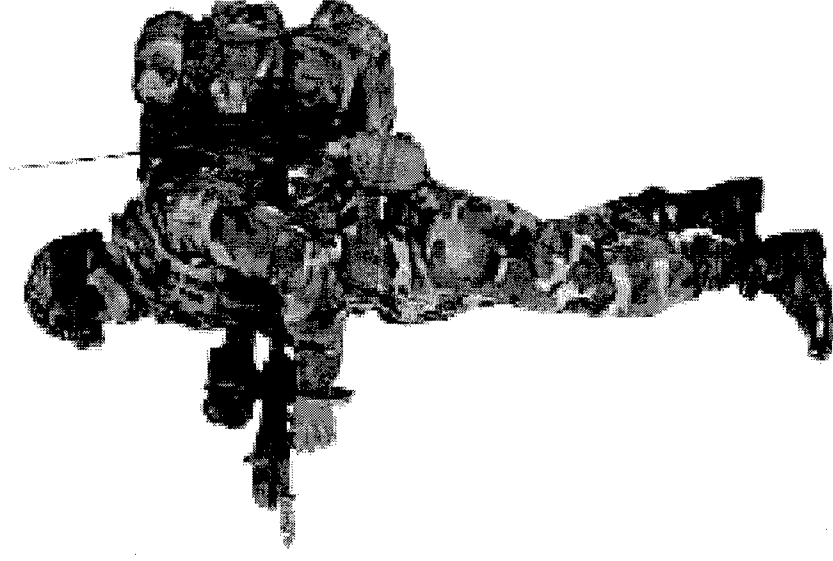
- Why are We Involved in Life Cycle Management?
- PEO GCSS Approach to Life Cycle Management

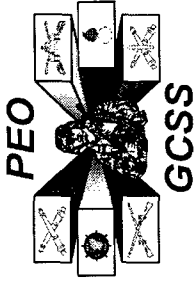




Management of Total Life Cycle - ACAT Systems

- PEOs and MACOMs Who Manage ACAT Systems are Responsible for the Management of the Total Life Cycle Costs for these Systems
- Minimize Estimated Sustainment Costs of Developmental Systems
- Reduce the Actual Sustainment Costs of Fielded ACAT Systems
- Prepare Sustainment Budgets for Each System

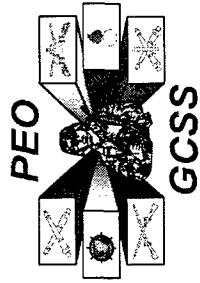




Total Ownership Cost Reduction

- Vital to Realizing Modernization Objectives
- Element of Milestone Decision Review Process
- Top Ten Cost Drivers Identified
- PMs Have Begun Developing Strategies to Manage the Life Cycle Cost

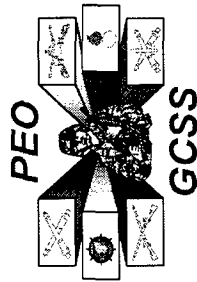
The Challenge is to Reform “Traditional Practices” and Implement Measures to Ensure PMs can Manage the Total LCM of Their Systems



What is the Goal?

- To Find Economies by Integrating Each Phase of the Life Cycle into One Strategy.
- Use Cost Savings to Promote Modernization.





Cost Effective Sustainment Innovations

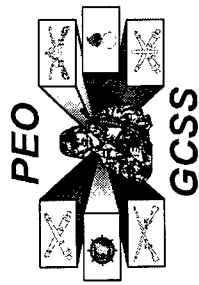
- Abrams Integrated Management (AIMXXI) for the 21st Century:
 - Depot & Contractor Teaming
 - Lowers O&S Costs
 - Platform for Future Tech Insertion

- Bradley Enhanced Readiness Support:
 - CONUS:
 - FSR Support \$1M Savings per Month
 - Europe:
 - FSR Support \$35M Savings and Counting

Readiness Sustainment Support Initiatives

- Abrams M1A2 Support:
 - Partnership w/Industry to Provide Supply/Maintenance Activities
 - Projected O&S Savings

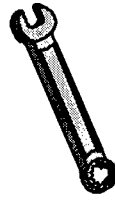
- Family of Medium Tactical Vehicles Sustainment Initiatives:
 - DLA Corporate Contract
 - Contractor Technical Support
 - PM Customer Support Team
 - Corrosion Protection



Sustainment Tool Kit

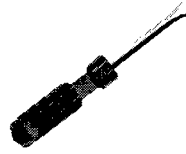
■ Logistics Process Improvements

- Contractor Logistics Support (CLS)
- Operations and Support Cost Reduction Programs (OSCR)
- Modernization Through Spares (MTS)



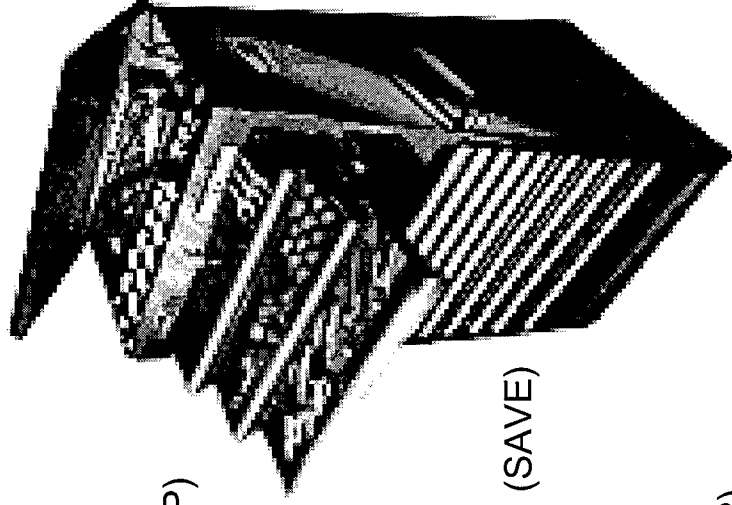
■ Acquisition Reform Initiatives

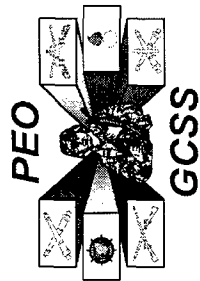
- Dual use Application Programs (DUAP)
- Commercial Technology Insertion Programs (CTIP)
- Simulation Based Acquisition (SBA)
- Performance Specifications
- Partnering
- Cost as an Independent Variable (CAIV)



■ Proactive Program Management

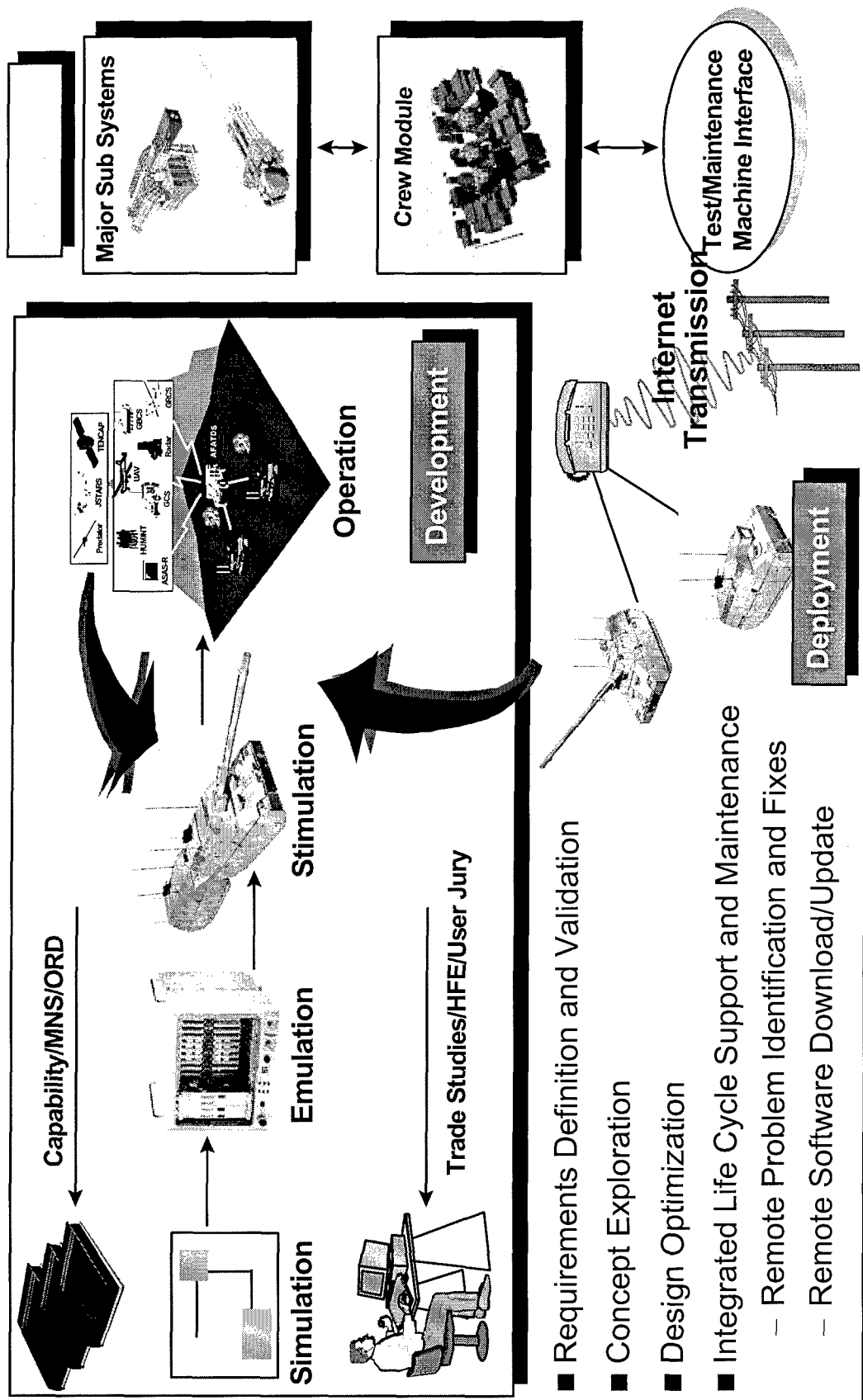
- Savings Through Value Enhancements Programs (SAVE)
- Value Engineering Programs (VE)
- Pre-Planned Product Improvements (P3I)
- Open Systems Architectures
- Simulation Test and Evaluation Processes (STEP)
- Horizontal Technology Integration (HTI)

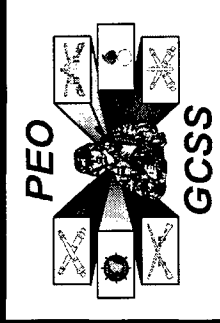




Total Life Cycle Support

An Example:





Cradle to Grave Partnerships

Concept

Life Cycle Acquisition Strategy for Partnering With Industry to Provide the Functions and Resources Required to Support Army Customers Worldwide.

Objectives

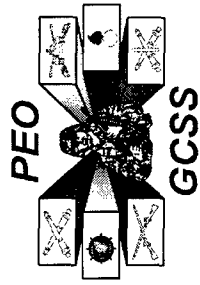
Partnering with Appropriate Gov't-Industry mix at Different Stages of a Program

Reengineering the Sustainment Process

Implementing Innovative Business Processes

Outsourcing Life Cycle Support Functions, Including Fielding, Sustainment, and Disposal

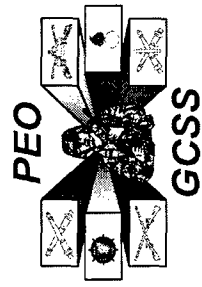
Provide American Soldiers with Quality Supplies and Services, "Cheaper, Faster and Better"



Cradle to Grave

Integrates

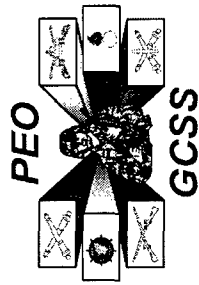
- Design and Development
- Engineering/Modernization Through Spares
- Production
- Training
- Fielding
- Sustainment
- Supply
- Maintenance Life Cycle Support
- Communications and Data Requirements
- Disposal



Cradle to Grave

Opportunities

- Cost Savings Through Requirements Stability & Long Range Plan
- Cutting Edge Industry Technologies, Faster That Provide Modernization Through Spares
- Sustains/Improves the Industrial Base and Small Business Opportunities
- More Profit/Fee and Greater Incentives Consistent With Assuming More Risks



Cradle to Grave

Challenges

- Alternate Plan if Contractors Can't or Don't Perform

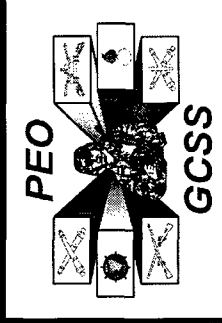
- Impact on Maneuver Force Structure

- Impact on the Distribution Function

- Integration of an Expanded Contractor's Role

- Solvency of the Army Working Capital Fund

- Legal and Regulatory



Cradle to Grave

Metrics

Readiness

■ Manpower Impacts

■ Projected and Actual Savings (RDTE, PROC, O&S)

Fielding Time

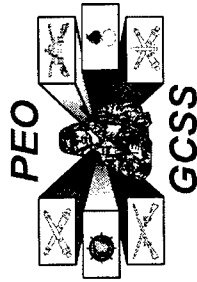
System Improvements (MTS, HTI)

Commonality of Parts and Maintenance Procedures

Customer Satisfaction

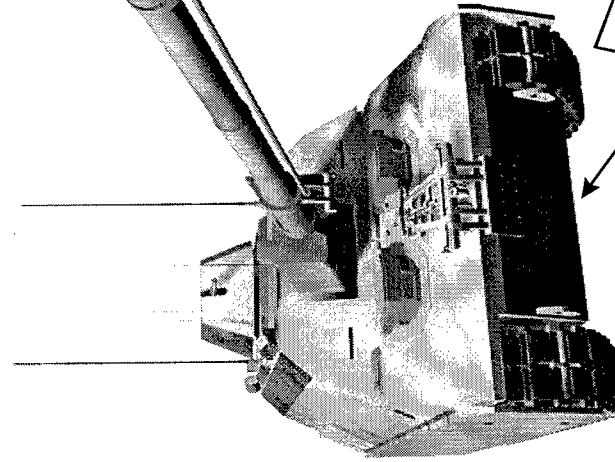
Normal Order-Ship Time and Back Order Time

***Support Must Be Effective During Peacetime,
Contingency Operations, and War***



Army After Next Systems

Breakthroughs Required in how
Technology & Doctrine are Integrated



Current

- Modularity-HTI
- Simulation Based Acquisition
- Open Architectures

Transitional

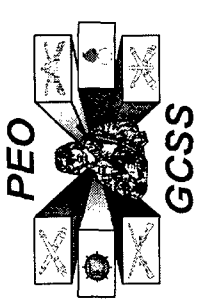
- Ease of Upgrade/Repair
- Mission Rehearsal
- Embedded
- Diagnostics/Prognostics/Training

Future

- Survivability w/o Weight Penalties
- Extended Autonomous Operation
- Reduced Reliance on Fossil Fuels
- New Energy Storage Devices

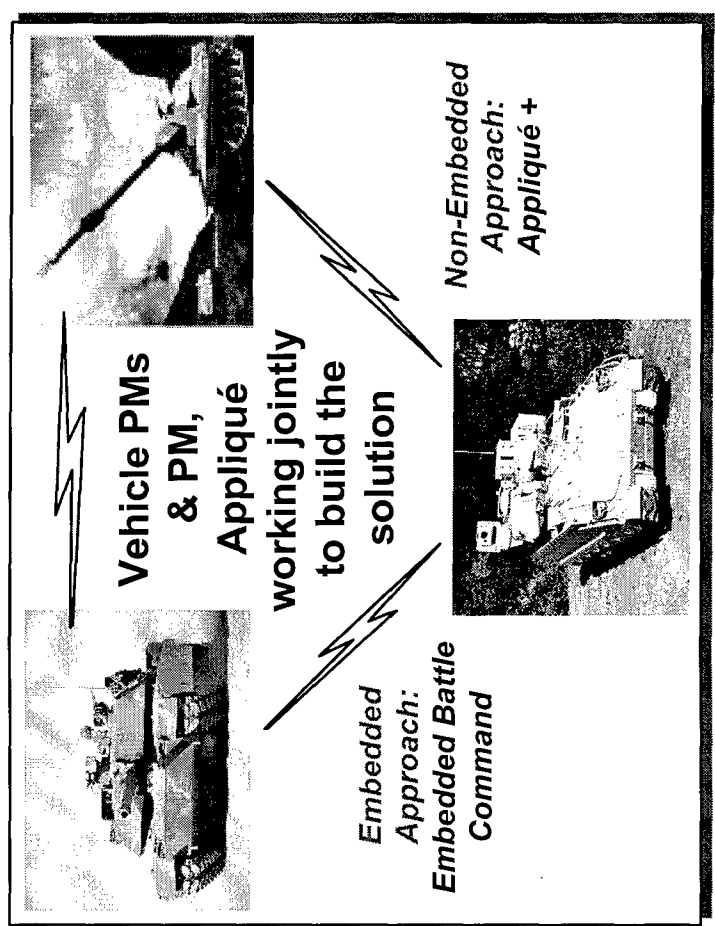
Break the
Paradigms

Less Demanding Power Requirements

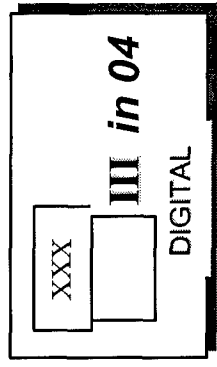
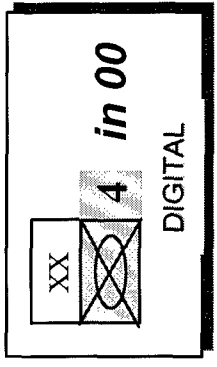


PEO GCSS Digitization Strategy and Goal

Vehicle Digitization



Goal



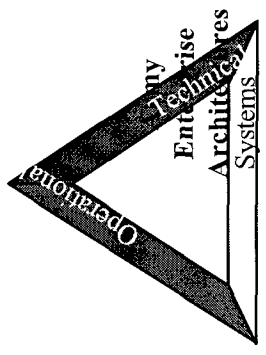
Remainder of Total Army by 10

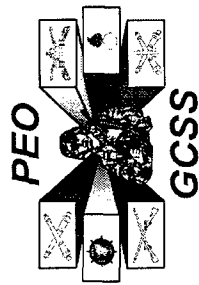
Interface with User



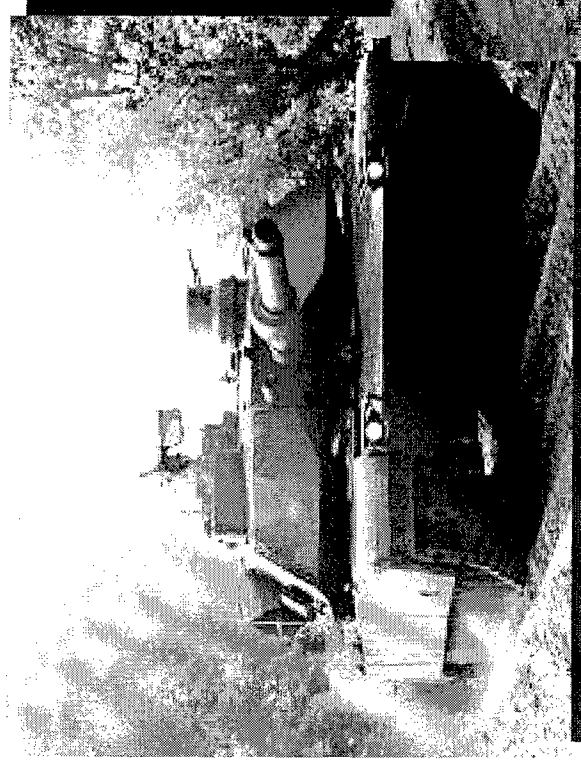
Working closely with the TSMs to refine the solution

Architectures
Warfighting
Experiments
User Juries

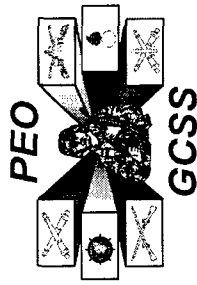




Abrams Improving on the World's Best Tank



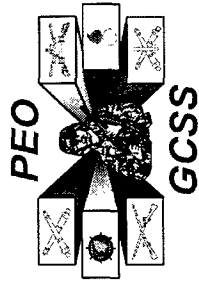
- M1
- M1A1
- M1A2
- M1A2 (SEP)



Abrams Tank System

Major On-Going Initiatives

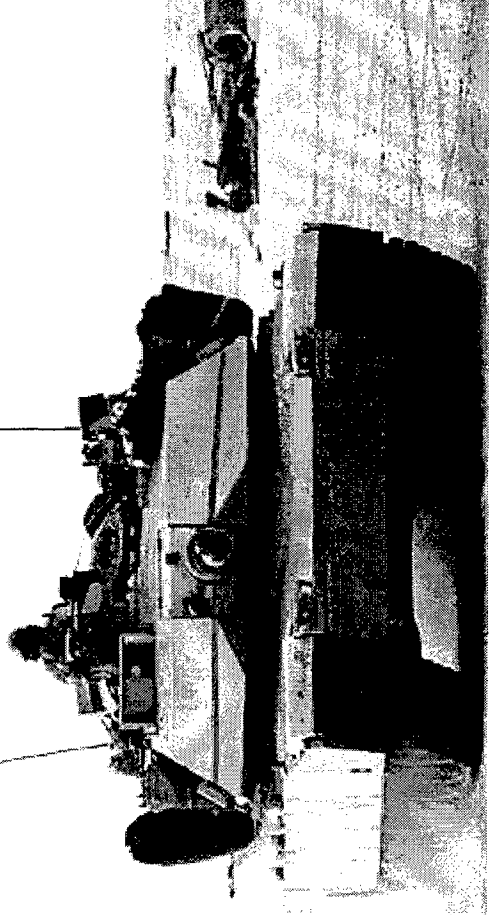
- M1A2 SEP (System Enhancement Program) Production
- Digitization
- Reduce Life Cycle Cost Initiatives
 - AIM (Abrams Integrated Management 21) (ANAD/GDLS Teaming for M1A1 Heavy Armor Fleet)
 - PROSE (Partnership to Reduce Operations and Support Engine Costs) (ANAD and Allied Signal Partnership)
 - Turret Network Box Redesign
 - Electronic Unit Redesign
 - 5000 Mile Life Track

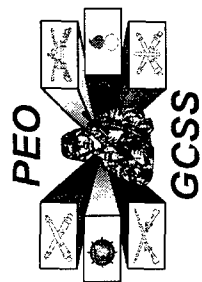


Abrams Tank System

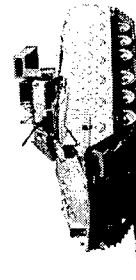
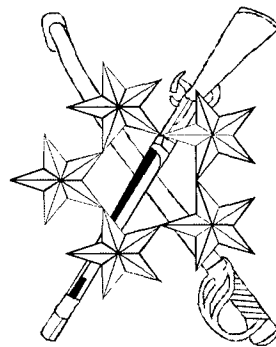
Major On-Going Initiatives (Continued)

- Modernization Through Spares (MTS)
- Contractor Logistics Support
 - On-Site Technical Support
 - Enhance Sustainment Training
 - Reduce O&S Costs





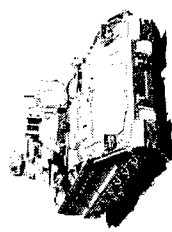
Bradley Family of Vehicles



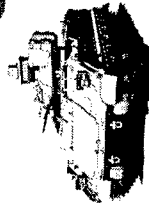
Bradley A0/A2
Sustainment



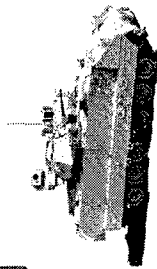
Bradley A2 Operation
Desert Storm (ODS)
Inf/Cav/Arty/ADA



Bradley A3 Infantry



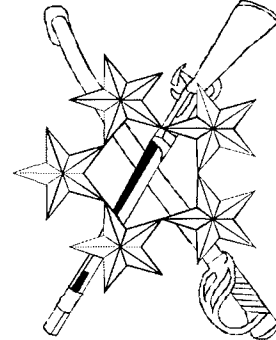
Bradley A3 Infantry
Support Veh
(BFIST)



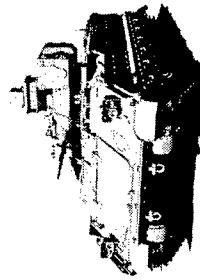
Bradley A3 Cavalry



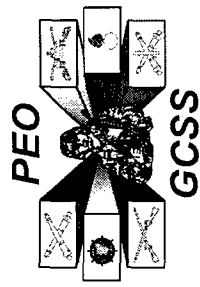
Command and
Control Vehicle
(C2V)



Multiple Launch Rocket
System (MLRS) Chassis



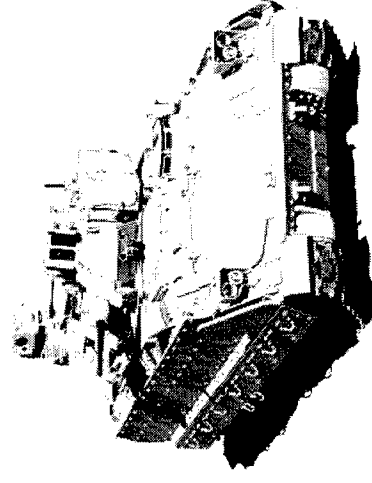
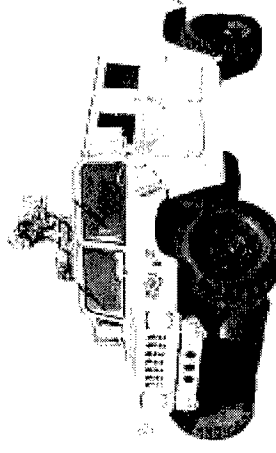
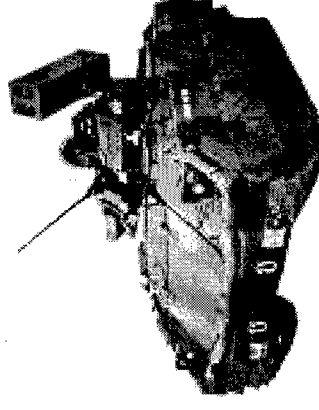
Bradley Fire Support
Vehicle (BFIST) M7

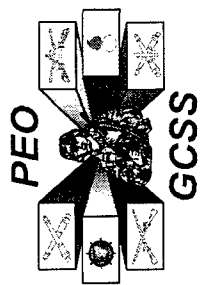


Bradley Fighting Vehicle Systems

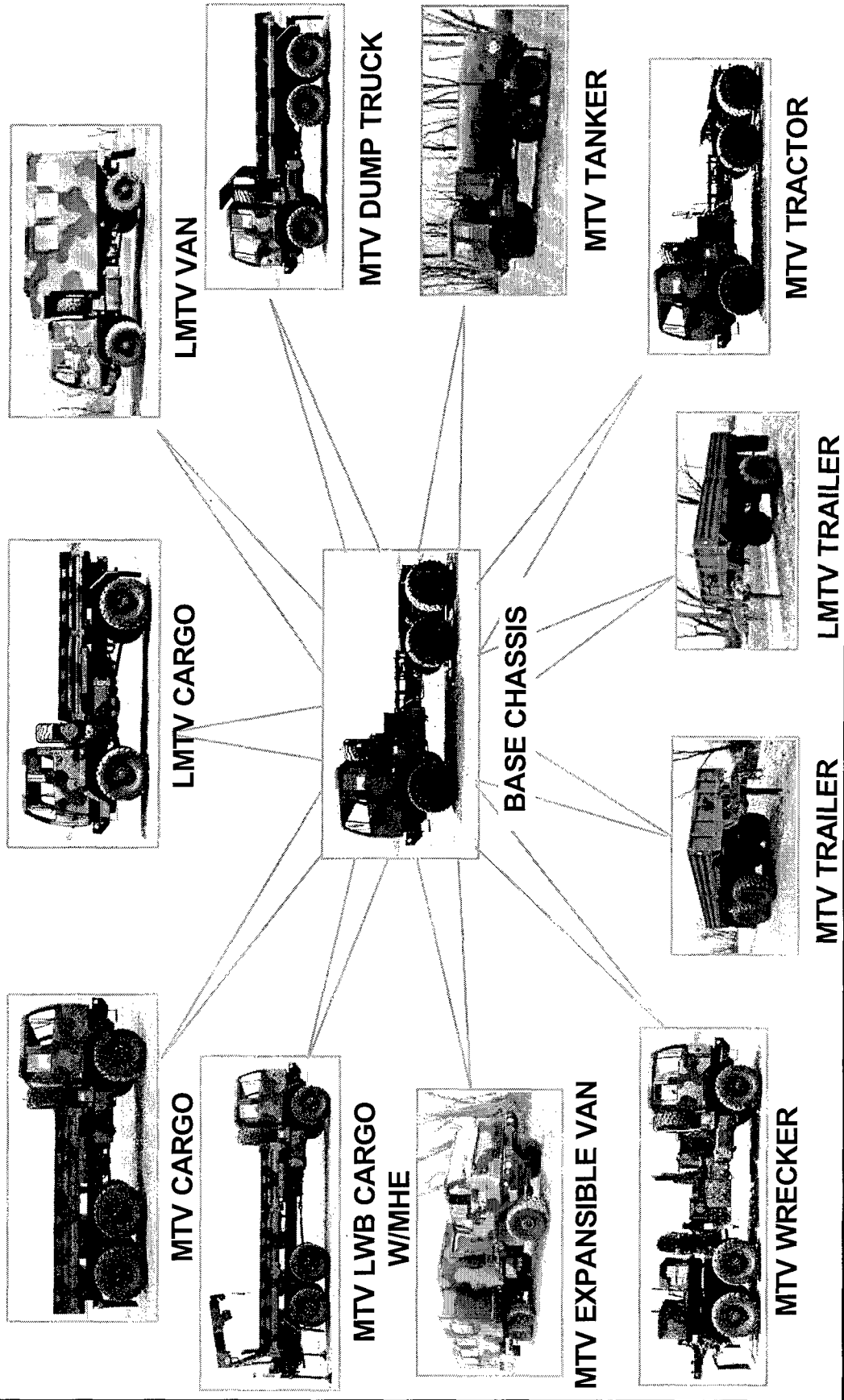
Major On-Going Initiatives

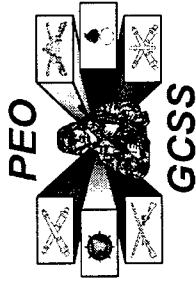
- M2A3 Bradley Production
- M2A2 ODS (Operation Desert Storm)
- M4 Bradley C2V
- MLRS Carrier
- Digitization
- Vehicle Variants
 - BFIST
 - Striker
 - Linebacker
 - A3 BFIST





Family of Medium Tactical Vehicles (FMTV)

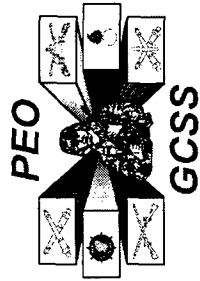




PM Medium Tactical Vehicle (MTV)

Major On-Going Initiatives

- Light Medium Tactical Vehicle (LMTV) 4x4
- Medium Tactical Vehicle (MTV) 6x6
- Trailer Cargo LMTV
- Trailer Cargo MTV
- Component/Support Initiatives
 - Integrating Interactive Electronic Tech Manuals for Next Multi-Year Contract
 - Electronic Controlled Engine to Meet '98 EPA Emissions
 - Interlock Brakes
 - Adding Data Bus Compatible With SAE Draft J1939 (Four Components With Electronic ECUs)
 - Engine
 - Transmission
 - ABS Axles
 - CTIS Tire Inflation System

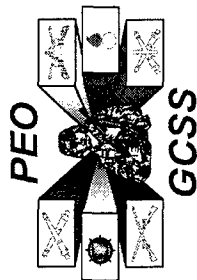


PM Medium Tactical Vehicle (MTV)

Major On-Going Initiatives (Continued)

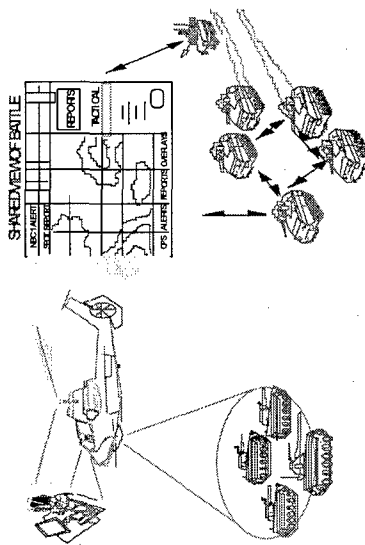
■ Accelerated Corrosion Test

- First of its Kind Ever to be Built at Aberdeen Test Center and Demonstrated in DoD
- Accelerated Test to Cover 22 Years Which will be Accomplished in 10 Months
- Test to Help Determine Corrosion Maintenance Procedures and the Next Generation of Corrosion Upgrades to the FMTV Hardware



Ground Systems Integration (GSI)

The application of common technologies across multiple systems to improve the war fighting capability of the force.



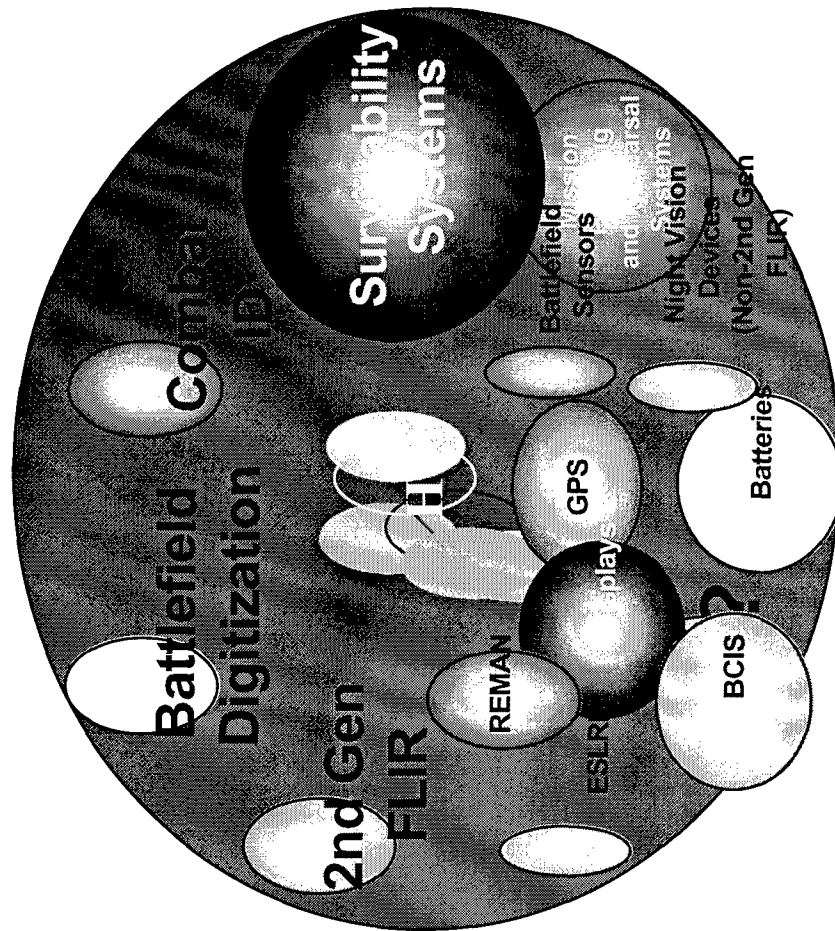
Survivability

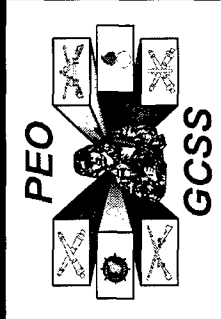
Combat Identification

Shared View of Battle

Dominate Maneuver

Own the Night

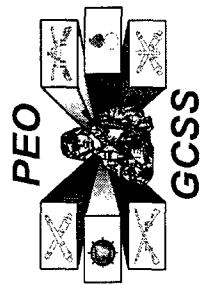




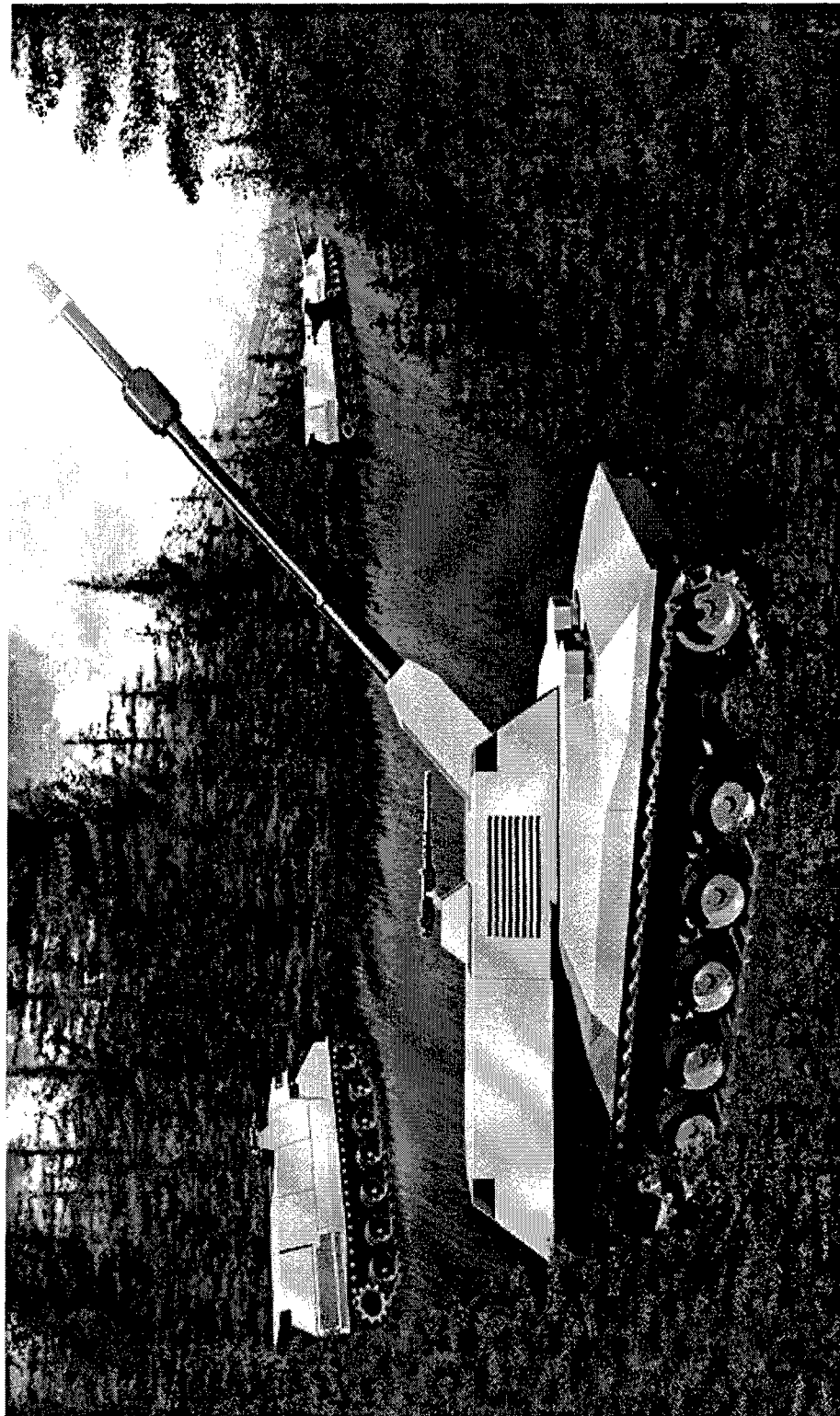
PM GSI

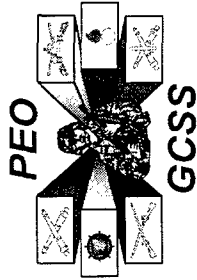
Major On-Going Initiatives

- Suite of Survivability Enhancements Systems (SSES)
- Signature Management Program
- PEO Ground Vehicle Digitization Management
- Armor and Kill Avoidance Programs
- Horizontal Technology Integration
- Special Access Program Administration
- REMAN Program
 - 2 1/2 Ton Truck Extended Service Program (ESP)
 - Medium Tactical Vehicle Replacement Program (MTVR)



Crusader

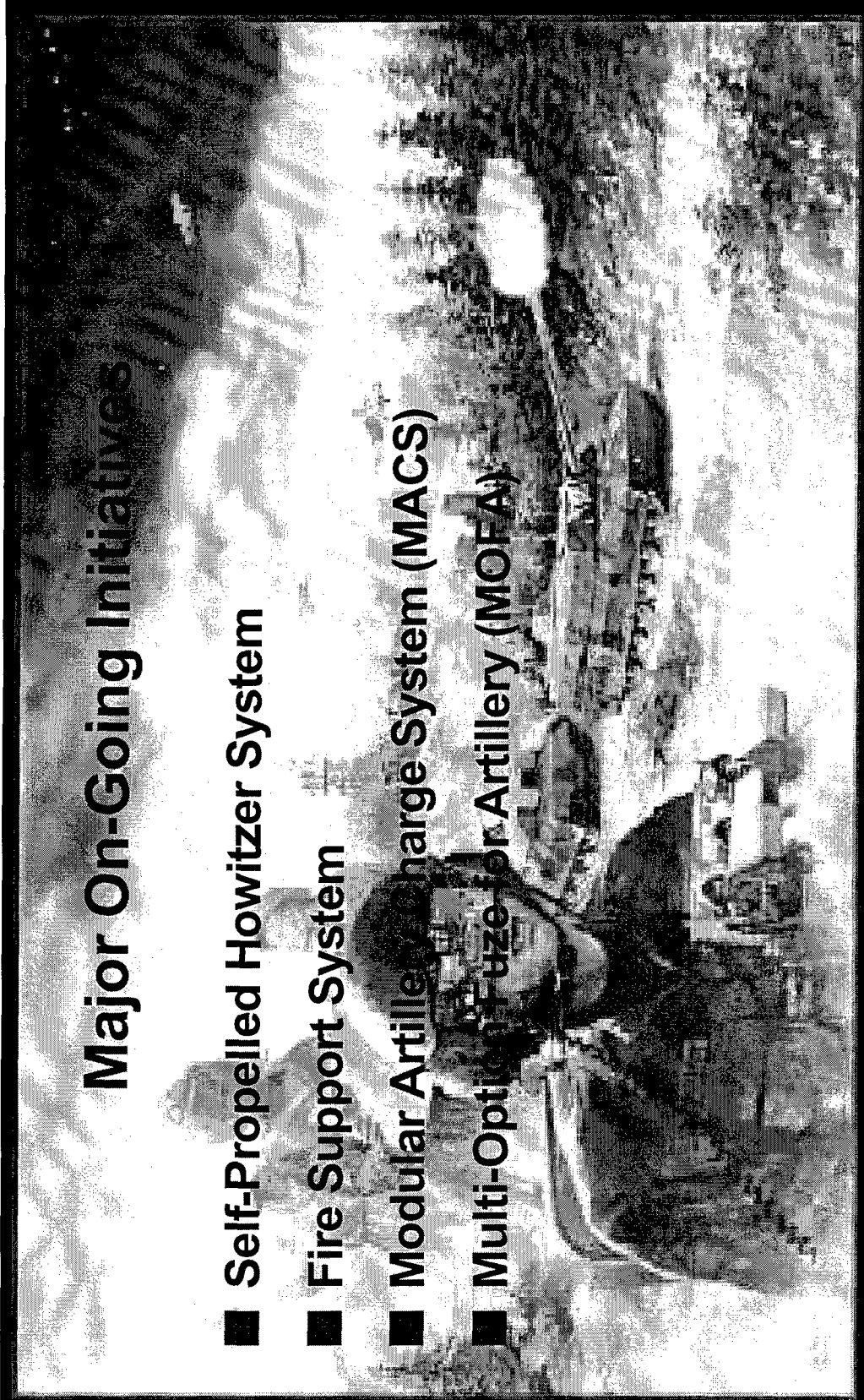


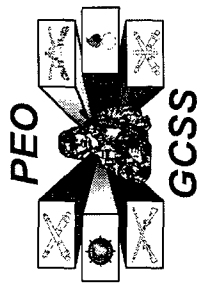


PM Crusader

Major On-Going Initiatives

- Self-Propelled Howitzer System
- Fire Support System
- Modular Artillery Charge System (MACS)
- Multi-Option Fuze for Artillery (MOFA)



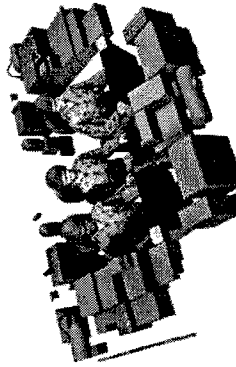
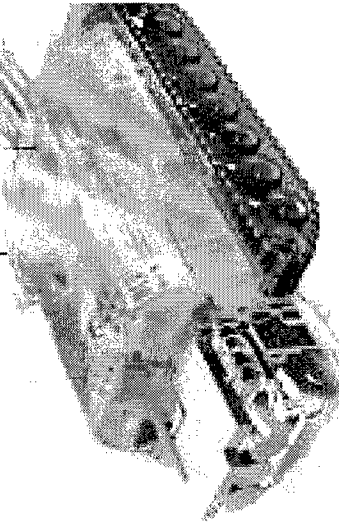


Crusader - A System for the 21st Century

Lethal Firepower

- Cooled Cannon for Continuous Fires
- 10-12 Rnds/Minute out to 40-50 km
- Enhanced Accuracy With PTS

XM2001

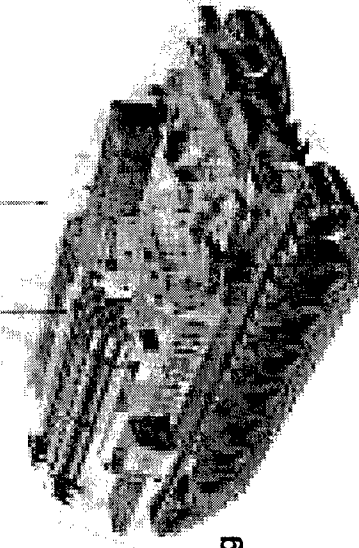


Crew Cockpit Enables

Information Dominated Warfare

- Mission Planning
- Situational Awareness
- Decision Aids

XM2002



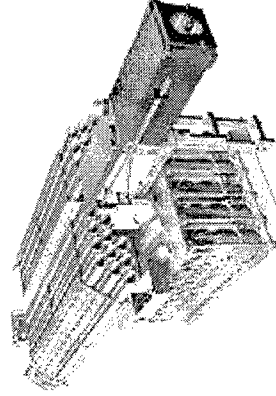
Fully Automated

- Resupply
- Ammunition Handling
- Aiming
- Loading & Firing



Highly Mobile

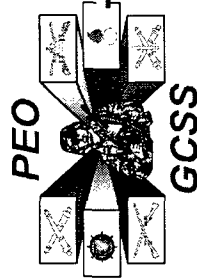
- 1500 HP to Meet & Exceed M1/M2
- First Drive-by-Wire Ground Combat Vehicle
- Ride Quality Better Than M1/M2



Unmatched Survivability

- Separate Crew & Weapon Stations
- Composite Armor
- Ballistic & Non-Ballistic Protection

Crusader Is Not Just Another Howitzer



Crusader Subsystems: The Key To Leap-Ahead Performance

Automated Cannon

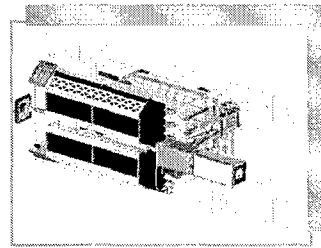
- Automatic Loading
- Active Thermal Cooling
- Laser Charge Ignition
- Inductive Fuzing

Achieved Multiple 15 Rd Auto Burst (Demonstrated 8.6 RPM)
Demo Structural Integrity of the Thermal System
Mount & Cannon in Fabrication
Demo 1 Battlefield Day Firing With Laser Ignition System



Automated Resupply/ Ammunition Handling

- Inventory Management
- Storage
- Selection
- Transfer



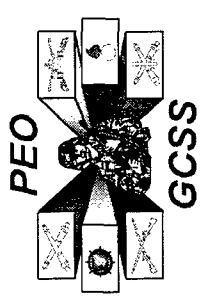
Detailed Design & Fabrication of Objective Hardware
Conveyor Brass Board
Solid Modeling
Propellant & Projectile Brass Board Fabricated

Automated C³

- Fire control
- Weapon Control
- Positioning
- Embedded Training
- Situational Awareness

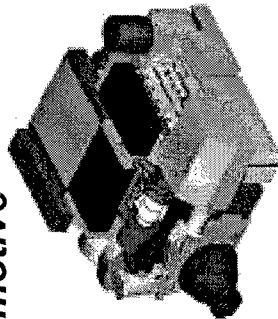


Hardware in Detailed Design
Software in Preliminary Design
Lo-Fidelity Modeling



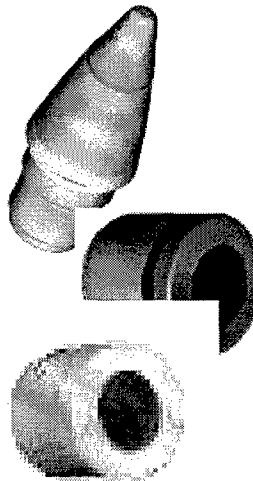
Crusader Subsystems (Con't): The Key To Leap-Ahead Performance

Automotive



- 1500 Horse Power
- Variable Geometry Turbochargers
- Self Cleaning Air Filter
- Roll-Out/In Power Pack
- External Hydropneumatic Suspension
- Drive-by-Wire
- Composite Armored Hull

*Engines & Transmissions
1 - 3 Delivered
Engine Full Power Demop'd
Max Transmission Tractive
Effort Demo'd
Power Pack Integration
Ongoing in Propulsion Test L*

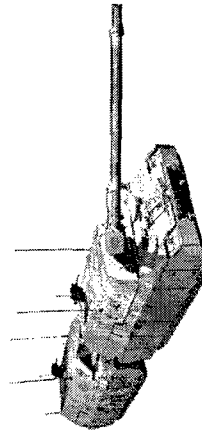


Complete Zoning Solution
Supports 10-12 rd/min
Rate of Fire
Significantly Reduces
Logistics Tail

*MACS & MOFA Qualification
Testing Ongoing*

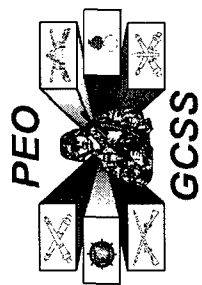
*Type Classification Complete
within 24 months*

Survivability



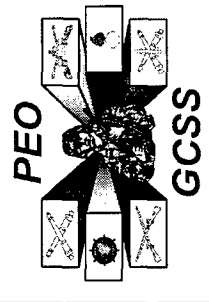
- Protect Crew, System and Mission
- Composite Armor Ballistic Protection
- Ammo & Fuel Compartmentation
- Susceptibility Reduction Features
- NBC Collective Protection With
Shirt Sleeve Environment
- Automated Fire Suppression

*Detailed Design
Armor &
Compartmentation
Testing Ongoing*



Sense and Destroy Armor (SADARM)

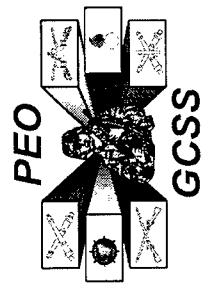




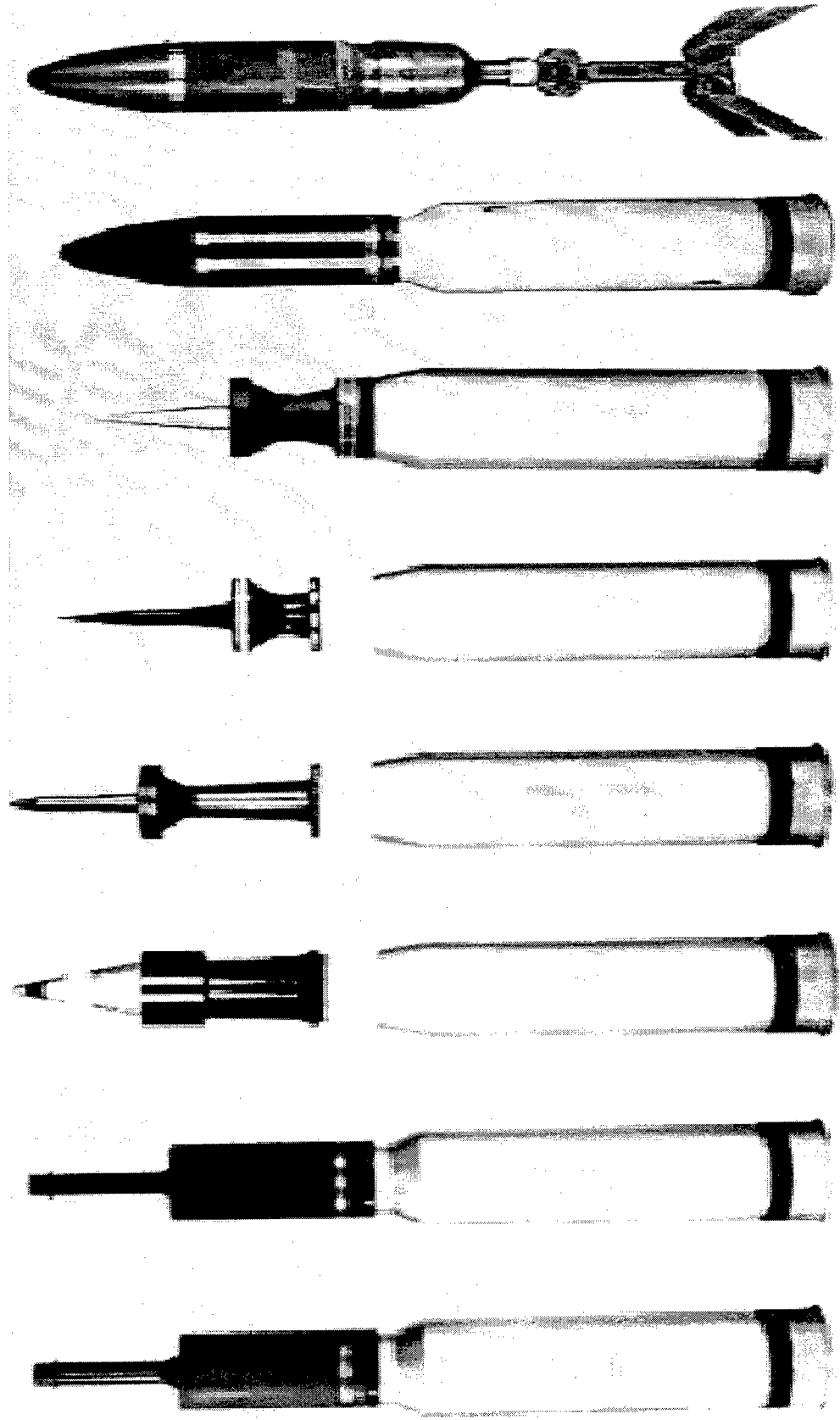
PM SADARM

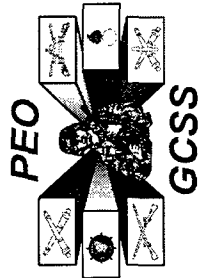
Major On-Going Initiatives

- 155mm, M898 SADARM
- 155mm, M795 High Explosive
- 155mm, XM982 Extended Range Dual Purpose Improved Conventional Munition



Tank Main Armament Systems (TMAS)

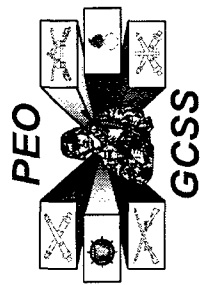




PM TMAS

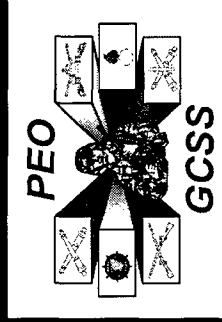
Major On-Going Initiatives

- 120mm, M829A2 APFSDS-T
- 120mm, M829E3
- 120mm, M830A1 High Explosive Anti-Tank Multi-Purpose (Heat-MP)
- 120mm, Anti-Personnel With Tracer (APERS)
- Advanced Tank Armament System (ATAS)
- XM1007 Tank Extended Range Munitions (TERM-KE)
- 25mm, M919 APFSDS-T



Joint Lightweight 155mm Howitzer (Joint LWH)

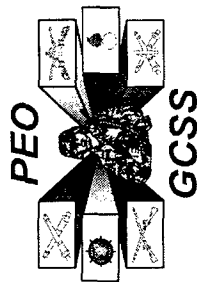




JPM LW 155

Major On-Going Initiatives

- XM777 Lightweight 155mm Howitzer
- Towed Artillery Digitization
 - XM777 P3I (Pre-Planned Product Improvement) for Digitized Fire Control
 - M198 Digitized Fire Control
 - Digital Fire Control for Direct Support (DS) Artillery (Existing and Future)



XM777 Lightweight 155mm Howitzer

RAPID RESPONSE ARTILLERY

- DESIGNED FOR 21st CENTURY RAPID RESPONSE CONTINGENCY
- 24 HOURS A DAY ALL-WEATHER FIRE-SUPPORT
- ENTIRE 155MM FAMILY OF ADVANCED MUNITIONS

REPLACES M198

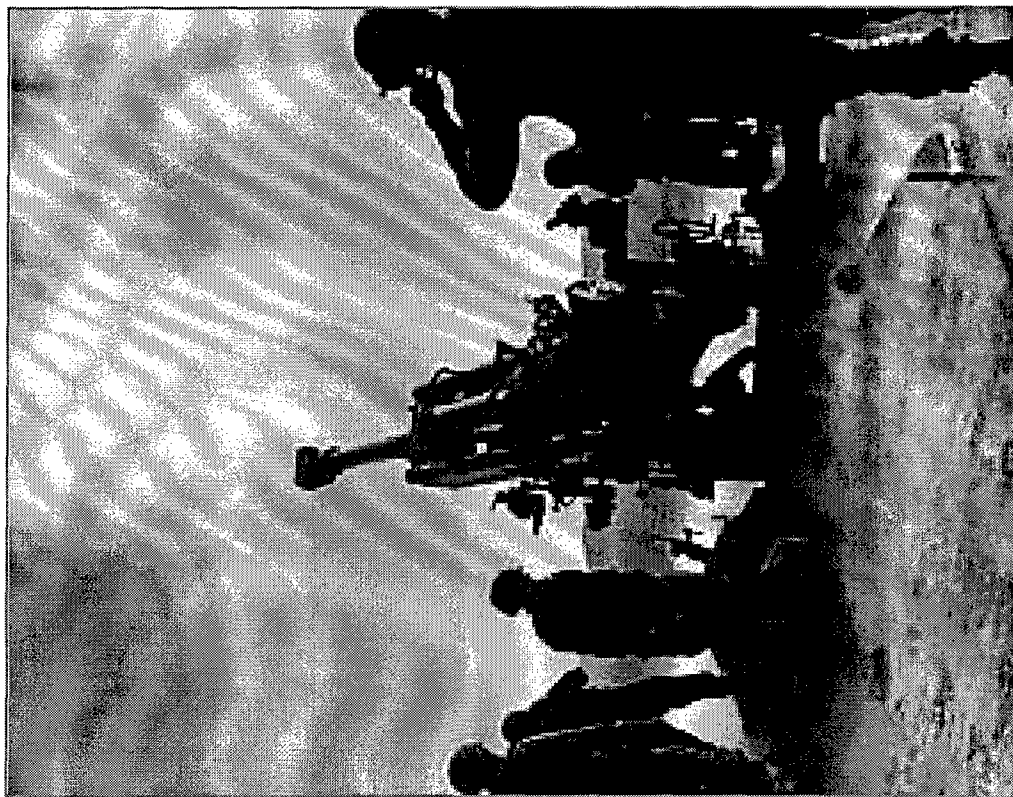
- 7000 LBS LIGHTER
- EMPLACES FASTER
- MORE RELIABLE
- SHOTS AS FAR
- MORE SURVIVABLE
- SHOTS FASTER

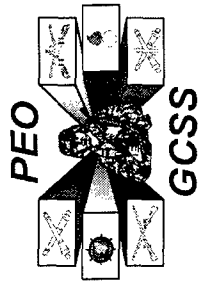
LW155 FEATURES

- AUTOMATIC PRIMER FEEDING
- HYDROPNEUMATIC LOADING AND-RAMMING
- DESIGNED FOR DIGITIZED FIRE CONTROL

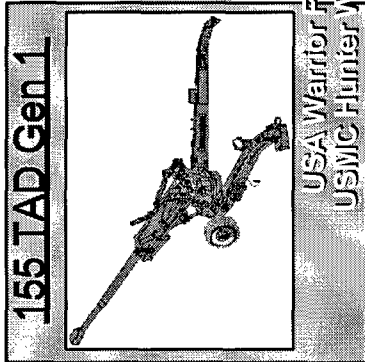
KEY REQUIREMENTS

- Weight 9000 Lbs or Less
- Range 30-40 KM
- Rate of Fire
 - Max 5-8 Rds/Min For 2 Min
 - Sustained 2 Rds/Min
- Emplacement Time < 3 Min
- Displacement Time < 2 Min
- Bold Shift in 2-3 Min
- 800-900 Rounds Between Systems Abort



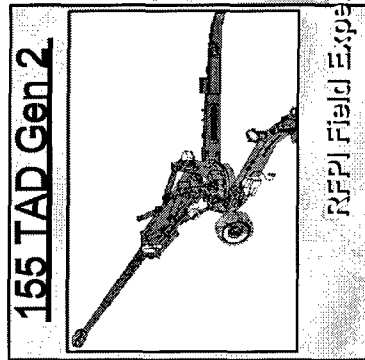


Joint Towed Artillery Digitization



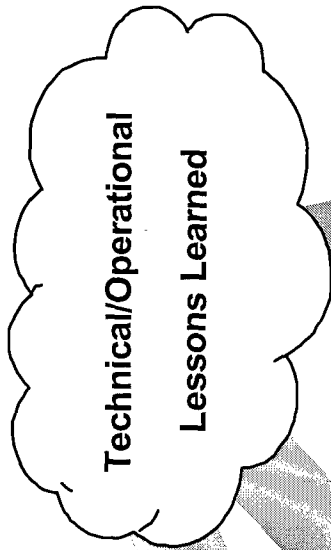
155 TAD Gen 1

USA Warrior Focus
USMC Hunter Warrior



155 TAD Gen 2

RFPI Field Experiments

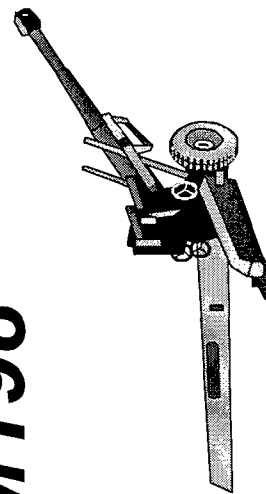


Technical/Operational
Lessons Learned

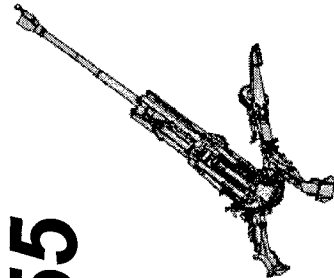
EMD / Production

TAD Gen 3

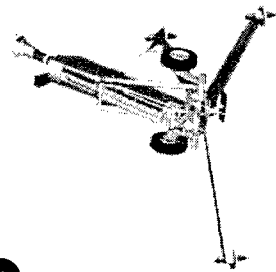
M198

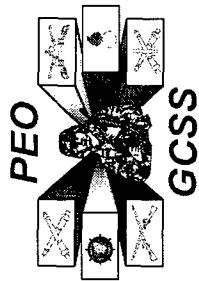


LW155

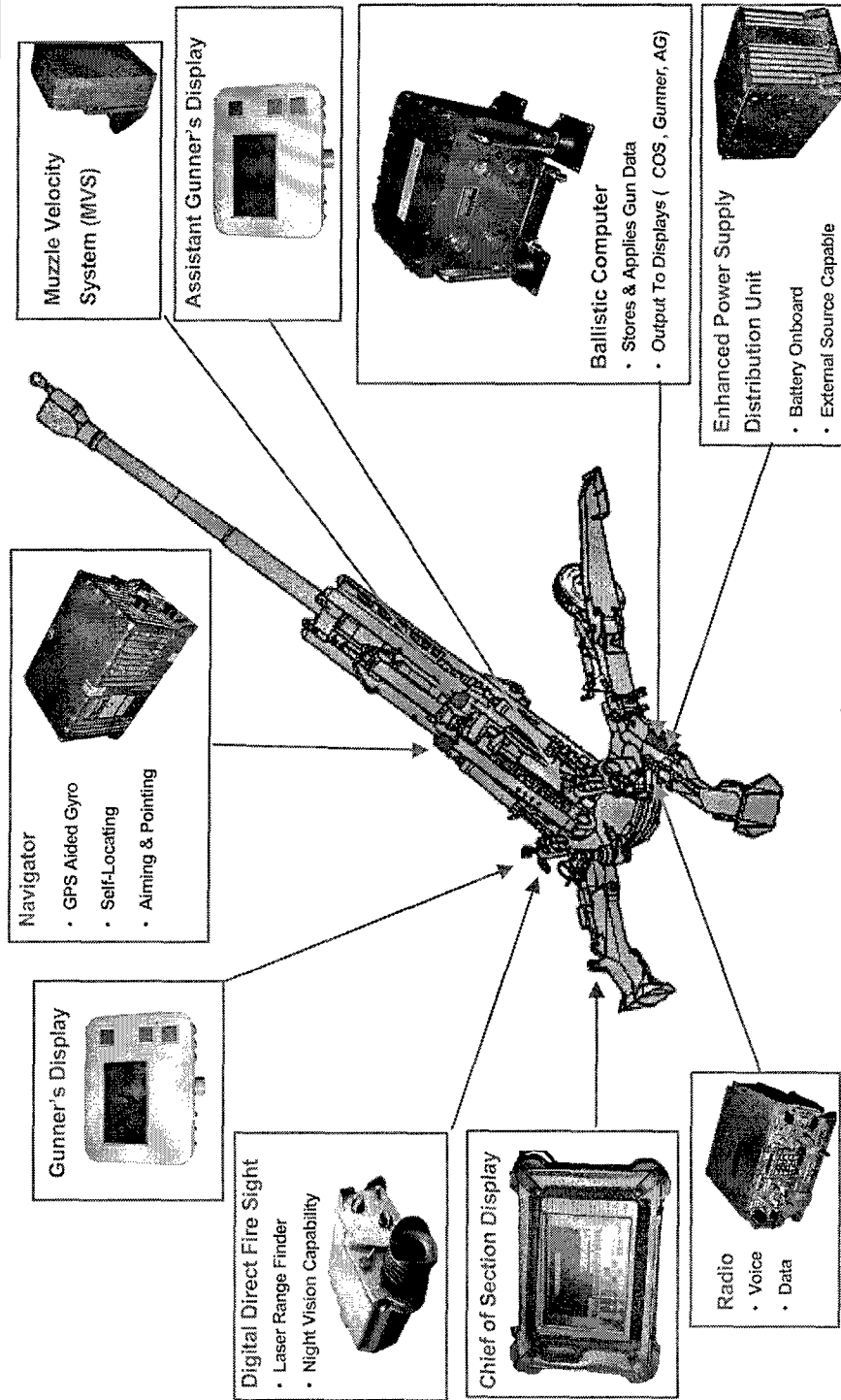


DS

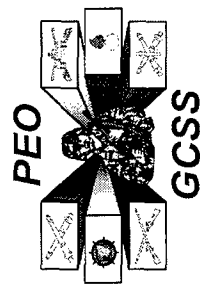




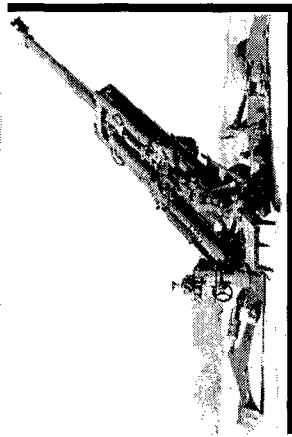
XM777 Digital Fire Control Concept



Designed for Army XXI and Marine Corps OMFTS



Summary of PEO GCSS Contracted Obligations

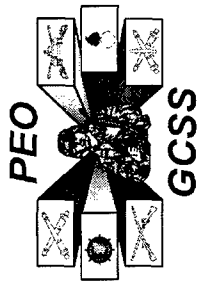


FY99 - \$1,745,027,000
FY00 - \$1,763,343,000



These numbers are broken down as follows:

	FY99	FY00
PM, Remanufacture	\$ 86,000,000	\$ 100,000,000
PM, Ground Systems Integration	\$ 5,600,000	\$ 250,000
PM, Medium Tactical Vehicles	\$ 323,894,000	\$ 408,821,000
PM, Bradley Fighting Vehicles	\$ 385,091,000	\$ 285,100,000
PM, Abrams Tank Systems	\$ 590,100,000	\$ 496,420,000
PM, Crusader	\$ 253,735,000	\$ 342,871,000
PM, SADARM	\$ 55,300,000	\$ 67,674,000
MOFA Program	\$ 850,000	\$ 400,000
XM982 Program	\$ 3,150,000	\$ 6,880,000
PM TMAS	\$ 25,307,000	\$ 42,207,000
PM LWH	\$ 16,000,000	\$ 12,720,000



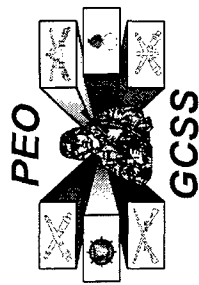
Future of GCSS

**Industry
Opportunities
and Growth**

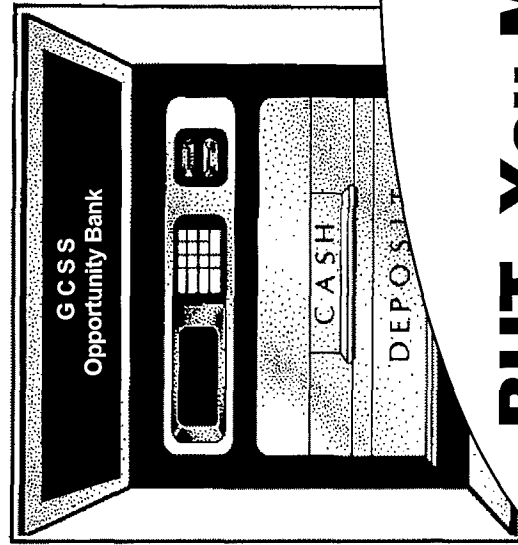
**Partnership
Opportunities**

P R O C U R E M E N T \$

FY98	FY99	FY00	FY01	FY02	FY03



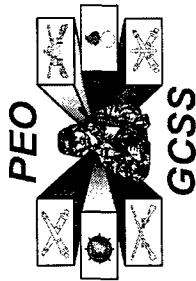
There are Plenty of Opportunities . . .



BUT, You Must Deliver . . .

- Quality
- Cost As An Independent Variable (CAIV)
- System Performance/Effectiveness
- On-Time

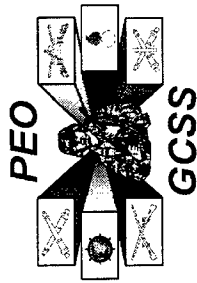




Summary

- PEO GCSS:
 - Five ACA/II Programs
 - Three ACA/II Programs
 - Twelve ACA/III Programs
 - \$1.74 Billion in FY99 Authority
- Extensive Industry Opportunities
- Competition at 2nd and 3rd Tier

**LAND FORCE DOMINANCE . . .
FOR THE 21st CENTURY!**

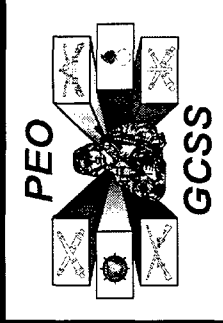


Thoughts I Want to Leave With You

- More Contractor Support in the Field
- Need Government & Industry to Standardize & Validate Better Cost & Simulation Models
- See More Outsourcing of Support and Parts Supply
- Innovative Acquisition Techniques. Leasing of Support Equipment
- More Reliance on Joint Logistics Integration. Working to Address on Particular Problems

How do we
Revolutionize
Logistics?





Thoughts I Want to Leave With You

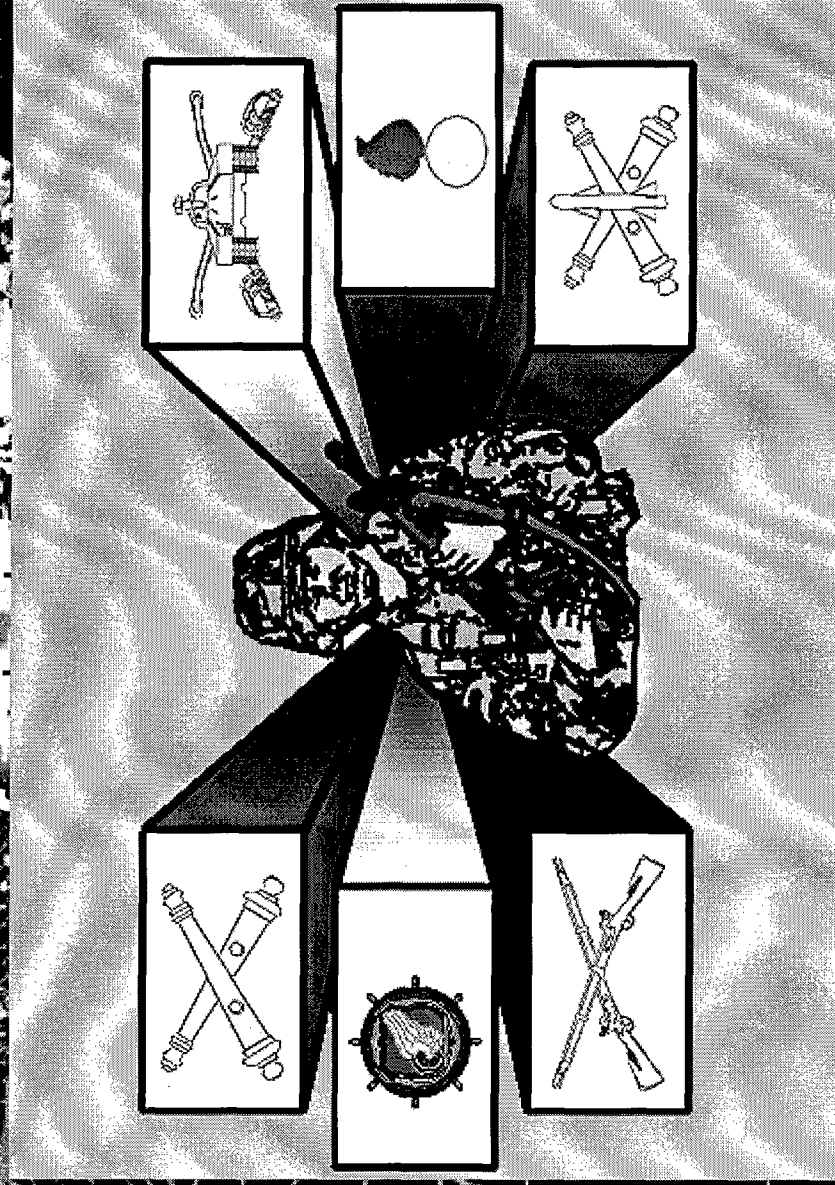
■ PEO GCSS is Committed to Life Cycle Management

- Providing the Latest, Most Lethal, and Affordable Solution to the Soldier
- Using the Same Solution to More Armies

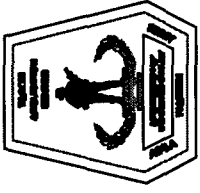
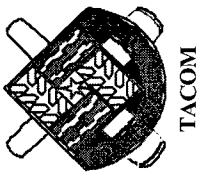
■ Firing Effectively in the Fight Improving the Soldier's Training Experience



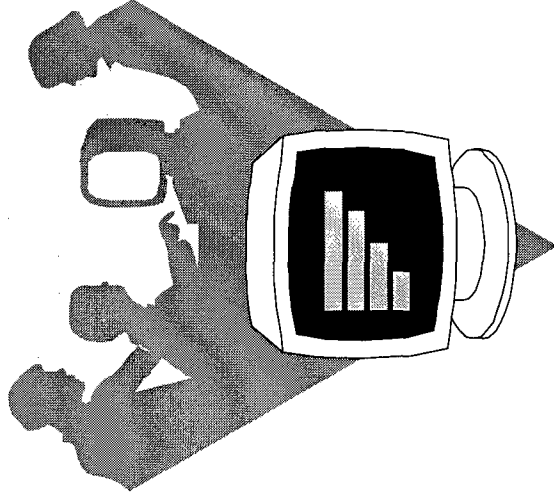
Ground Combat and Support Systems Opportunities In Partnering 1999 Advance Planning Briefing



Deputy Program Executive Officer,
Ground Combat & Support Systems

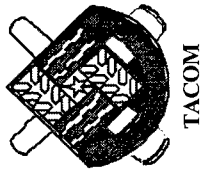


ELECTRONIC COMMERCE

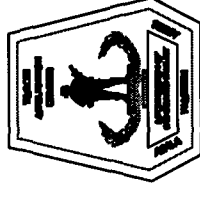


Sandy McCarroll
mccarros@tacom.army.mil
810-574-8139

Committed to Excellence

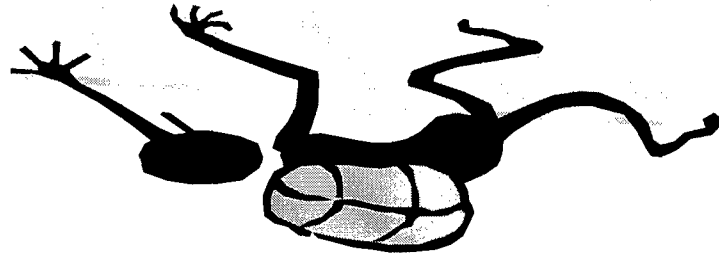


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DOD Goal for Paperless Contracting

MOVE TO A PAPERFREE CONTRACTING
PROCESS BY JANUARY 1, 2000 PER
MANAGEMENT REFORM MEMORANDUM #2

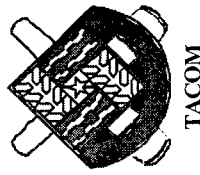


ACQUISITION CENTER GOAL

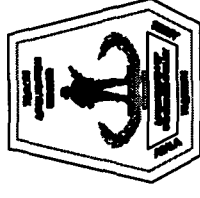
IMPLEMENT A PAPERLESS CONTRACTING
PROCESS BY 14 JUNE 1999



Committed to Excellence

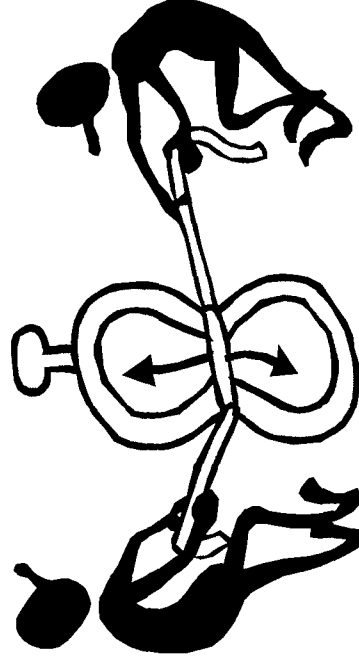


ELECTRONIC COMMERCE

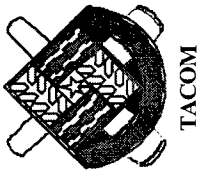


YEAR 2000 (Y2K)

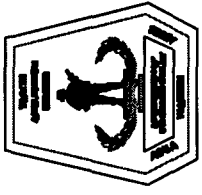
- Hard Coding of Dates (2 positions)
- Potential Problems: Erroneous Data or System Failure
- Impacts: Databases, files, screens, reports,
COTS software, operating systems,
printer software, interfaces
- Commanding General Memorandum dated 30 June 98
 - Identify any impact on delivery of
products or services



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ELECTRONIC COMMERCE



CENTRAL CONTRACTOR REGISTRATION (CCR)

- Deadline 1 June 98 for Registration
- Not eligible for Awards
- Ways to Register:

Internet On-line Registration

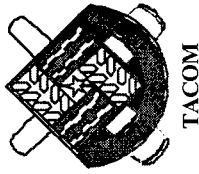
VAN

Procurement Technical Asst. Centers

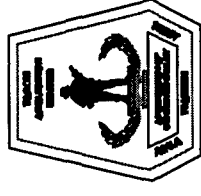
Electronic Commerce Resource Centers



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ELECTRONIC COMMERCE



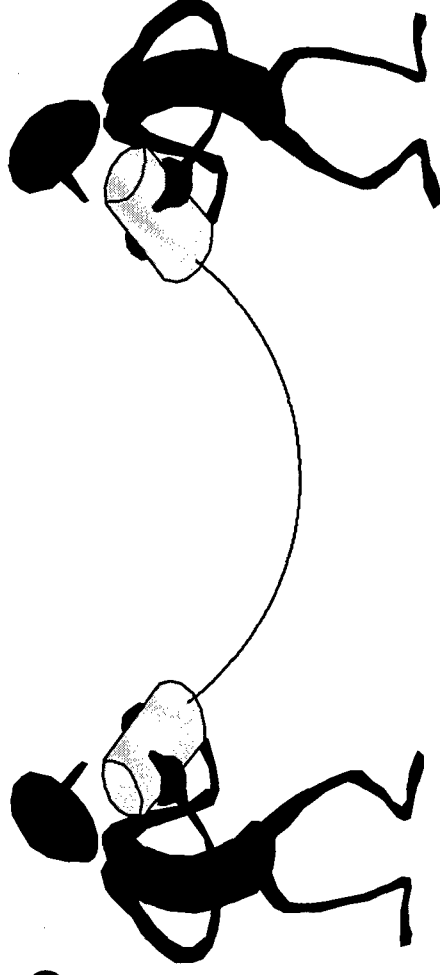
ELECTRONIC DATA INTERCHANGE (EDI)

- PADDs EDI - Weapon System Spare Parts (ACALA)
Long Term Contracts (Warren)

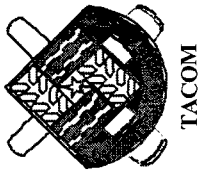
- DVD - High volume (tires/batteries)

- Expansion from VAN to
Internet

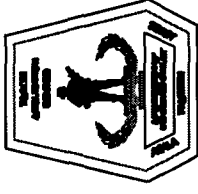
- Web Catalogs



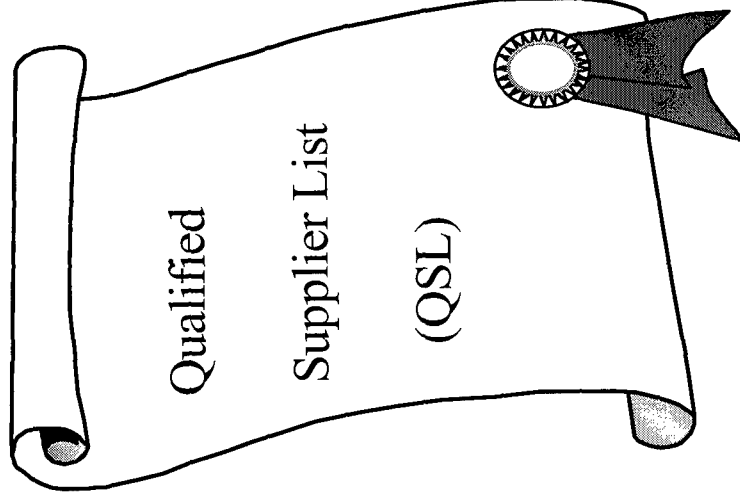
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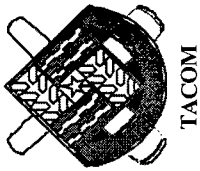
ELECTRONIC COMMERCE



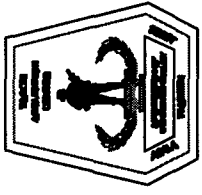
Qualified Supplier List (QSL)



- List of Suppliers Facilities
- Acceptable = quality, manufacturing or design process
- Remove Weak Suppliers
- QS01 - Idler Arms, Road Arms, Sprockets
- QS02 - Handle Handgrips, Buttstocks, Heat Shields
- QSL Commodities = QSL Suppliers
- Implementation Goal January 99



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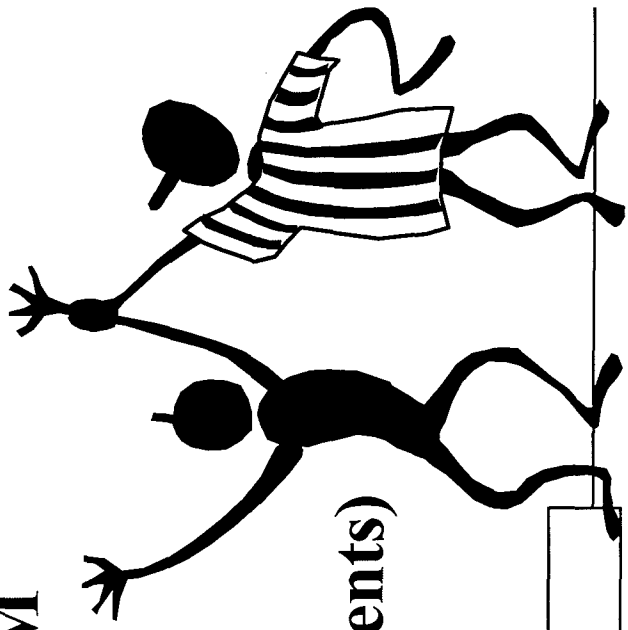
Past Performance Information Management System

(PPIMS)

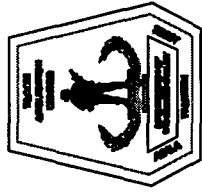
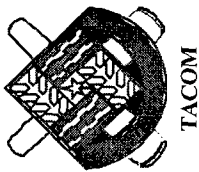
- Army System
- DoD Developing overarching Architecture
- Collection of Contractor Past Performance
- Systems/Spares - \$5M; Services - \$1M
- Source Selection Sensitive
- Five point rating system from

Poor to Exceptional

(Satisfactory = met contract requirements)



Committed to Excellence



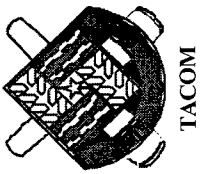
ELECTRONIC COMMERCE INTERNET TODAY

EC/EDI Home Page

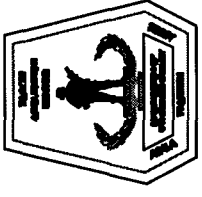
<http://www.tank-edi.com>

Our mission is the timely and cost effective supply of material to U.S. armed forces.

TACOM's Electronic Commerce programs include a range of EDI programs for direct vendor delivery, depot replenishment and commercial system lifetime support. New EDI initiatives are underway for FY99-00 delivery. TACOM's Electronic Commerce initiatives include supplier support and education. We welcome your interest in our programs and hope you'll register in our guest book, send us any questions you have



ELECTRONIC COMMERCE

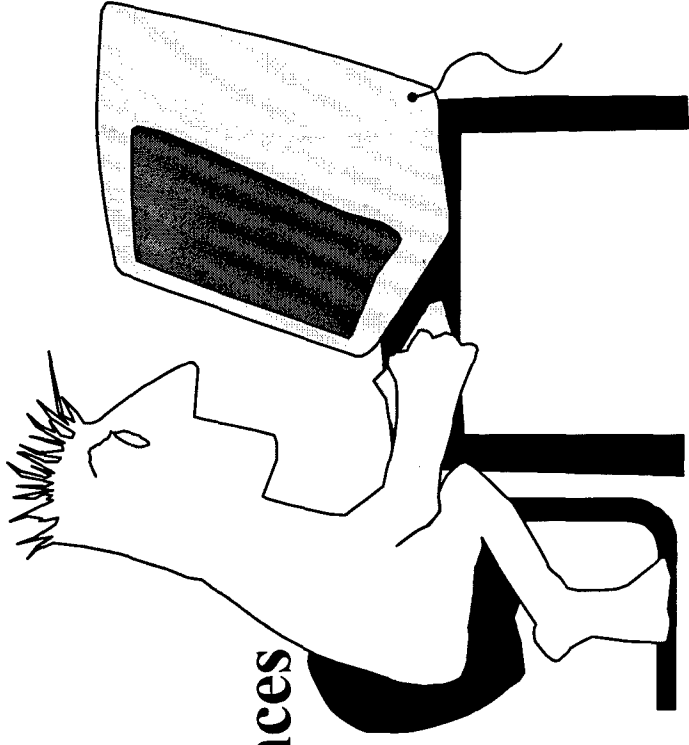


INTERNET TODAY

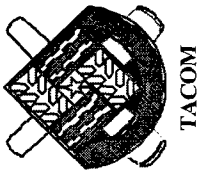
Acquisition Center Home Page

<http://www.tacom.army.mil/acqcen>

- Competitive & Non-competitive Solicitations
- Distribution A TDPs
- CCR Information/link
- Master Solicitation
- Links to CBD, Procurement References
& other Government Sites
- Acquisition Reform
- BAA/Market Surveys
- Procurement History
- AND MORE

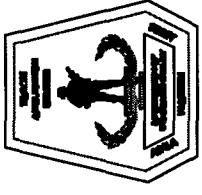


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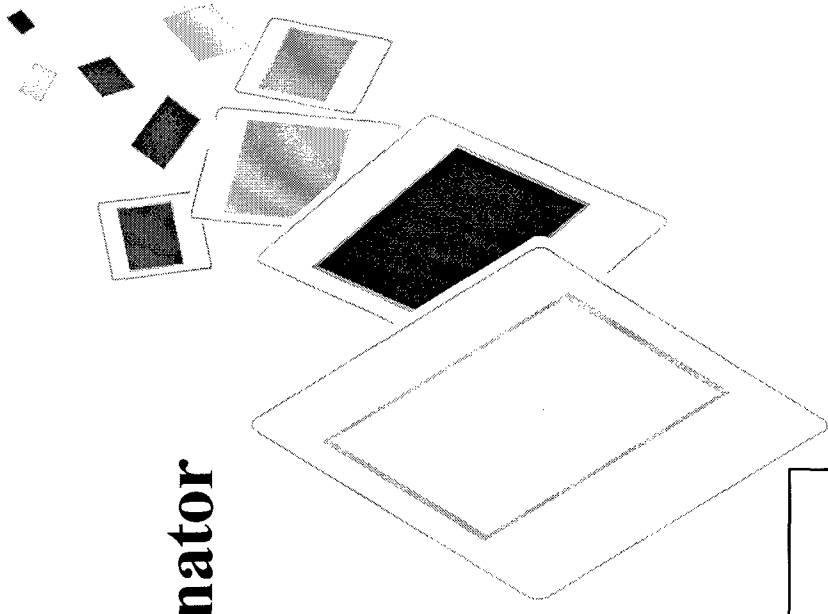


ELECTRONIC COMMERCE

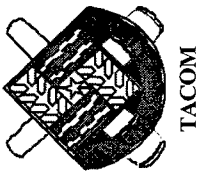
Army One Face to Industry



- www.army-acquisition.net
- input from appx. 60 locations
- core information with link to originator
- search capabilities
- Enhancements to include:
**Electronic Bidders Notice
Bid Modules**

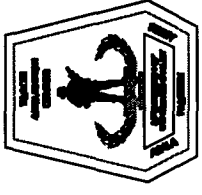


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INTERNET TOMMORROW:

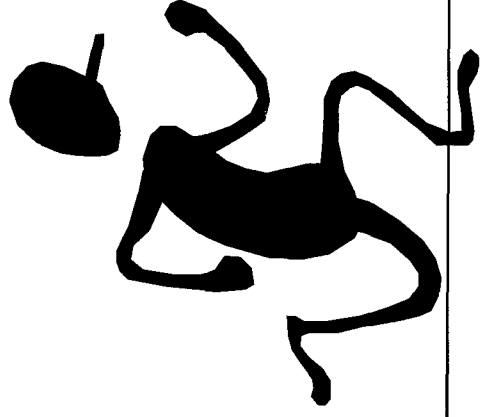
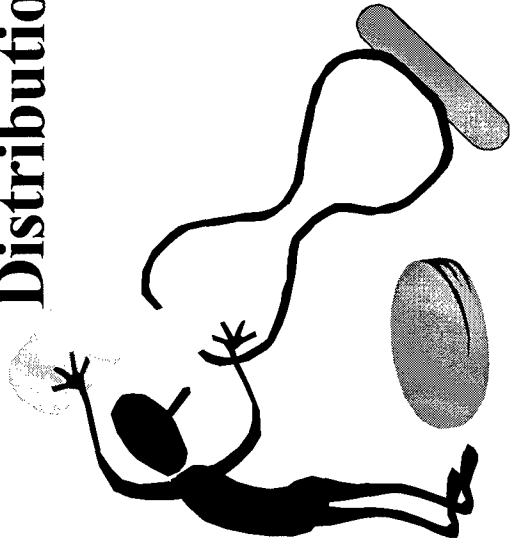


Long Term Contracts via EDI

Vendor Response Module via the WWW

Electronic BML via the WWW

Distribution of Awards/Modifications via the WWW



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Performance Specifications VS. Technical Data Packages

Presented by :

**Marta Tomkiw- Team Leader,
Blueprint for Change**

**Susan Budrys- Acquisition Center,
Chief of Tactical Vehicle
Construction Equipment**

What is a Performance Spec ?

- Form, Fit, Function and interface
- Users needs
- Interfaces
- Supportability
- Operating environment
- Criteria to verify compliance

Oct 27, 1998

What makes up a TDP

- Drawings (and associated lists)
 - Conceptual
 - Developmental
 - Product
 - Commercial
- Special inspection equipment drawings
- Specifications
- Software documentation
- Verification requirements (QA)
- Packaging data

Oct 27, 1998

Detail Requirements Example

- The surface treatment of exposed aluminum shall be chemical film per MIL-C-5541 or cadmium plate followed by clear irridite or dichromate and finished with one coat of epoxy paint primer and one coat gray epoxy paint, color 36440 per FED-STD-595.
-
- The hose shall be non-metallic, single fabric braid reinforcement with an oil and mildew resistant textile braid cover. It shall be compatible with fuel, oil, air and water, and shall withstand pressures up to 200 PSI.
-
- The 5.56 mm cartridge shall not release more than one bubble of air when subjected to a positive internal pressure of 7.5 pounds per square inch for 30 seconds minimum. The pressure indicator shall be subjected to a temperature of $85' \pm 5'C$ for 2 hours then the face of the cover glass shall be immediately immersed in an ice bath for 3 minutes. There shall be no evidence of moisture or oil fog inside the cover glass.

Oct 27, 1998

Performance Requirement

Example

The sight glass assembly shall be constructed of materials of the contractor's choosing, provided the materials meet all of the operational and environmental criteria specified herein. Dissimilar metals should not be used in contact with each other. Where such contact is unavoidable, the metal shall be protected against galvanic corrosion.

The heater shall operate on 24 to 28 volt DC current and shall not exceed 15 amps at 28 volts.

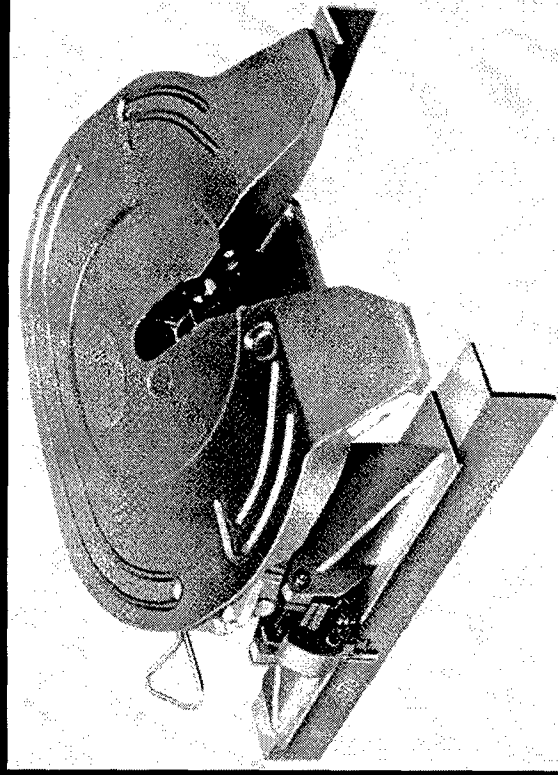
The Smoke Generator set shall have a mean time between operation mission failures of 50 hours with an 80% confidence level.

The weight of the actuator shall be no greater than 4 pounds .

•

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Fifth Wheel Assembly



- Manufacturer of the existing fifth wheel is no longer in the fifth wheel business!
- Market research has identified three new fifth wheel suppliers.

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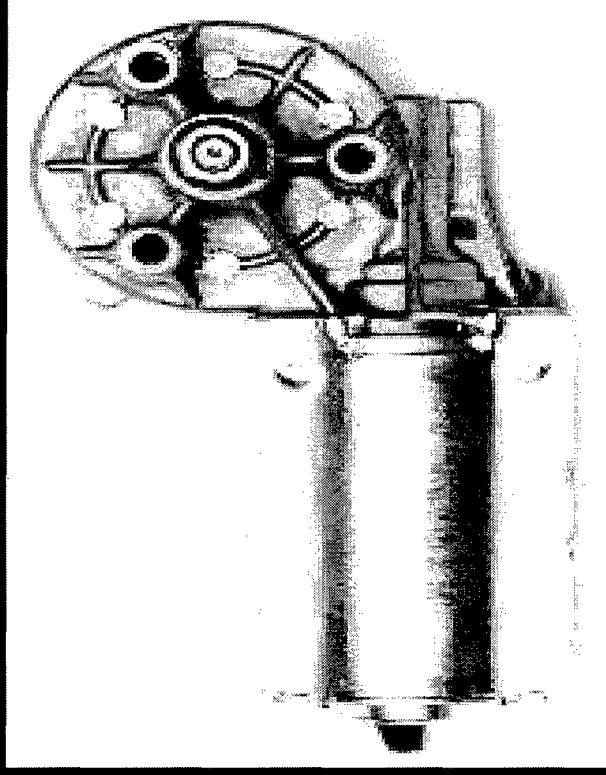
Benefits to this conversion :

- Anticipated 11% reduction in price
- Industry common and readily available
- No modification to the truck chassis
- Can be used on 95% of the Army's semi trailers
- Can be used on other military trucks (FMTV)
-
-
-

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Pneumatic Wiper Motor

Wiper Control Valve



- Pneumatic wiper system is ranked number 20 in the Top 40 cost drivers of class IX consumables
- Manufacturer has discontinued production
- Current design is obsolete
- Has not been used in the automotive industry since the 1950's

Oct 27, 1998.

Additional research has

identified:

- Two new design alternatives
 - Electric (7 manufacturers for the motor)
(4 manufacturers for the switches)
 - Hydraulic (also considered obsolete)
- Electric motor specification already exists
- Test requirements for an electric motor system are available through SAE, UL and NEMA.
- Modernization of design will result in only minor modifications.
 - New Power source
 - Cap existing pneumatic supply
-

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Benefits to this conversion :

- Anticipated 45 % reduction in price
- Lower operation & support costs
- Improved performance and reliability
 - Electric motor will result in 35% more torque
 - Variable speed and auto park
 - Electric motor operation is quieter
- Electric wiper system parts are industry common thus readily available.
-

Oct 27, 1998

- Conversion can theoretically be implemented in most cases.
-
- Problem items are prime candidates
-
- Logistics and technical criteria are used as identifiers.
-

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Performance Based Scopes Of Work Change The Way We Buy.

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Award Decision

- Not Based on Low Price Alone.
-
- Contracting Options:
 - Technically Acceptable/Low Price
 - Best Value Source Selection

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Technically Acceptable/ Low Price

- Appropriate If Requirement Isn't Complex.
-
- Technical and Performance Risks Minimal.
-
- Requirements Well Defined But Discussions May Be Necessary.

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Best Value-What Is It?

- A Process Used in Competitive Negotiated Procurements.
-
- Evaluates and Compares Factors In Addition To Cost Or Price.
-
- Selects The Most Advantageous Offer.

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When Do We Use Best Value?

When Measurable Differences Are Expected In The Design,
Performance, Quality, Reliability, Or Supportability of the
Proposed Item.

Or

When Differences Are Likely In The Capability Risk
Of Performance of the Offerors.

And

When The Differences Are Worth Paying For.

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Best Value-What It Isn't?

- Authority To Pay Any Price.
-
- Basis To Select Any Offeror You Want:
 - Must Follow The Criteria And Relative Weights Established in the RFP.
 - Must Be Supportable.

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Evaluation Factors

- Are Structured To Reflect The Government's Need.
-
- Are Limited To Areas Which Will Reveal Significant Differences Or Risk Levels Among Competing Offers.
-
- Are Developed Specifically For Each Acquisition.

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Examples of Non-Price Areas

Evaluated

- Technical Approach
- Performance
- Reliability
- Maintainability
- Life Cycle Costs
- Logistics Support
- Past Performance
- Small Business Participation

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Relative Importance Areas/Elements/Factors

- Significantly More Important
-
- More Important
-
- Approximately Equal

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Price

- Always An Evaluation Factor
- More Significant As Evaluation Of The Non-Price Areas Become Closer.
- May Be The Controlling Factor:
 - Where 2 Or More Proposals Are Considered Equal.
 - When A Superior Proposal Is Unaffordable.
 - When Advantages Of A Higher Rated, Higher Priced Proposal Are Not Considered Worth The Price Premium.

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Past Performance

- Required To Evaluate Past Performance On All Buys Over \$100,000.
- Makes Sense Not To Award To A Contractor That We Don't Think Will Successfully Perform The Contract.
- Puts Emphasis On Doing Good Work Rather Than Writing Good Proposals.
- Allows Us To Reward Good Performers.

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Past Performance Evaluation Process

- Offeror Identifies Recent And Relevant Contracts.
- Government Evaluators Collect Independent Information From Historical Contract Administration Sources.
- We Review The Prime and Major Subcontractors' Performance.

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Small Business Participation

- Required To Be Evaluated Whenever The Small Business Clause(s) Are In the RFP And We Evaluate Past Performance.
- We Evaluate Your Proposed Small Business Plan.
- We Evaluate Your Small Business Subcontracting Performance Over The Past 3 Years.
-

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The Best Value Decision

- Is A Reasonable Business Judgement of the SSA;
- Based On a Comparative Analysis Of The Proposals;
- Must Be Consistent With The Stated Evaluation Criteria;
- Must Reflect Whether Or Not Perceived Benefits Are Worth The Price Premium;
- Is Subjective-But Must Include Objective Analysis Where Appropriate.

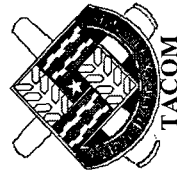
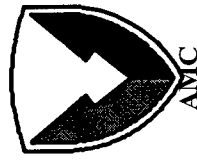
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Other Acquisition Reform

Initiatives

- Commercial Item Solicitation (FAR Part 12)
- Oral Proposals
- Long Term Contracts
- Partnering
- Alpha Contracting (Sole Source Contracts)
- Cost As An Independent Variable (CAIV)
-

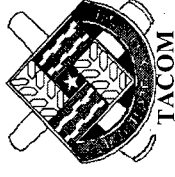
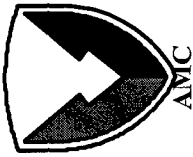
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Impact on Contractors

- Process shortened - Prepared to Play
- Simplified Acquisition Procedures to \$5M (Test)
- CBD Synopsis and Solicitation
- Commercial Contracts
- SF 1449
- FAR 12.301 Five Provisions (Block 27a on SF 1449)
- Should include customary commercial terms and conditions for specific marketplace

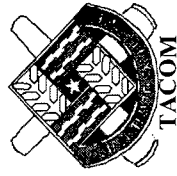
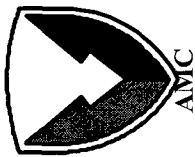
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Impact on Contractors

- FAR 12.301
- Instructions to Offerors (FAR 52.212-1)
- Evaluation (FAR 52.212-2)
- Offeror Representations (FAR 52.212-3)
- Contract Terms and Conditions (FAR 52.212-4)
- Contract Terms Required to Implement Statutes or Executive Orders (FAR 52.212-5)

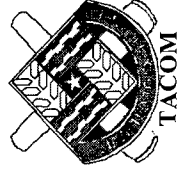
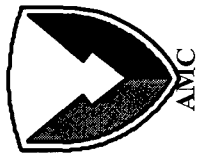
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Impact on Contractors

- Commercial Items purchased in conjunction with FAR Part 13, Part 14, and Part 15
- Proposals should utilize commercial product literature to maximum extent possible for support
- Firm Fixed Price or Fixed Price (EPA) only

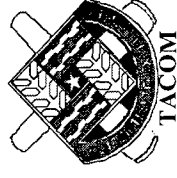
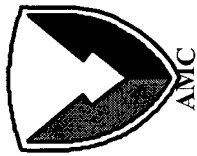
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Impact on Contractors

- Certified Cost and Pricing Data generally not required, but adequate support is needed
- Price must be determined fair and reasonable (many techniques)
- Price not considered reasonable just because on published price list
- Price supported by data regularly maintained by contractor (sales data, invoices to other customers, comparison to similar items, etc.)

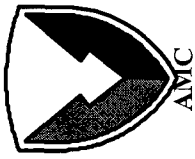
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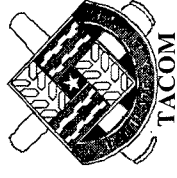
Impact on Contractors

- Reliance on Contractor's QA System in most cases
- Warranties
 - Merchantability - Fitness for ordinary purpose
 - Implied - Fitness for particular Government use
 - Express
- Reliance on Contractor for all resources required to produce

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Impact on Contractors

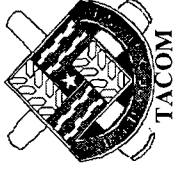


- Commercial type Financing (FAR 32.2)
- Exceeds Simplified Acquisition Threshold
- Customary in specific marketplace
- Best interests of Government
- Adequate Security
- Not Exceed 15 Percent of contract price
- For Solicitations late is late

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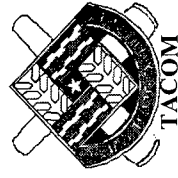
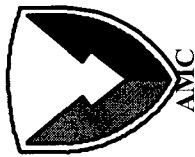


Impact on Contractors



- Termination for Cause in lieu of Termination for Default
- Contractor required to notify PCO ASAP for excusable delay
- Based upon principles in UCC
- Termination for Convenience
- Percentage of contract price based on percentage complete and other reasonable costs resulting from the termination
- Based upon standard accounting practices not FAR Part 31 Cost Principles

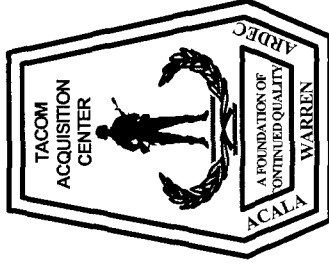
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Conclusions

- Contractor's product line determine extent of impact
- Implementation evolving as all parties gain experience
- Important that we get it right

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APBI -1998

What's Next in Acquisition Reform

Presented by: Ms. Celeste Aaron
Acquisition Reform & Streamlining Group

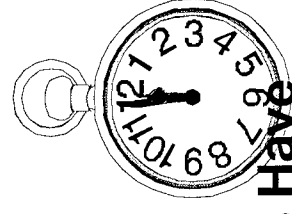
US Army Tank-automotive and Armaments Command
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1 of 33

OUTLINE

1. Aggressively pursue
and implement
acquisitions reforms
2. Bring about greater
civilian/military industry
integration
3. Shift major share of
resources from
support to
modernization
4. Reengineering the
logistics system

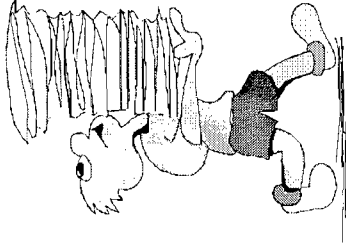


**Times Have
Changed....**

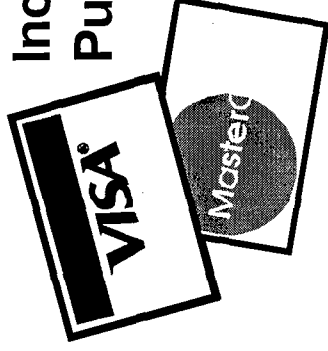
ACQUISITION REFORM

Year 2000 Goals

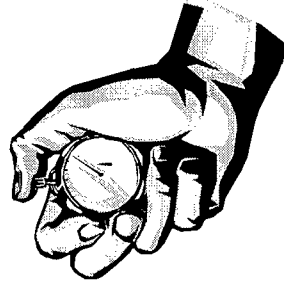
*Decrease Paper
Transactions*



*Increase
Purchase Card Use*



*Reduce Cycle
Times*



*Visibility of
Assets*



*

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Aggressively Pursuing & Implementing Acquisition Reforms

FAR Part 15 Rewrite - Major Changes

Source Selection Processes

- best value continuum
- tradeoff process
- lowest price technically acceptable
- oral presentations

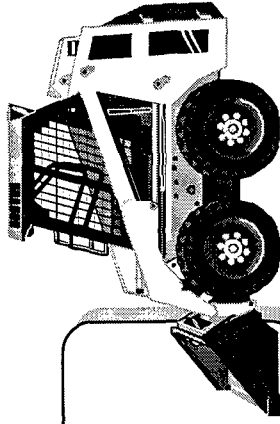
Market Research

Past Performance Evaluation

Pre-solicitation Communications



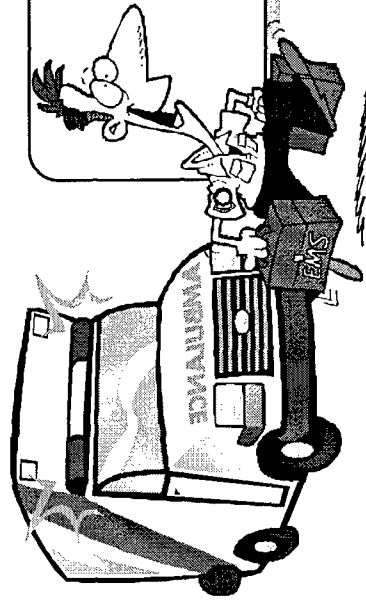
We Are Aggressively Pursue and Implement Acquisition Reforms



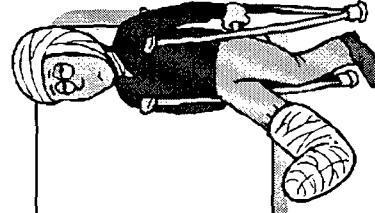
- How We Build Requirements and Budget



- How We Buy
 - FAR Part 12 Streamlining
 - FAR Part 15 Rewrite

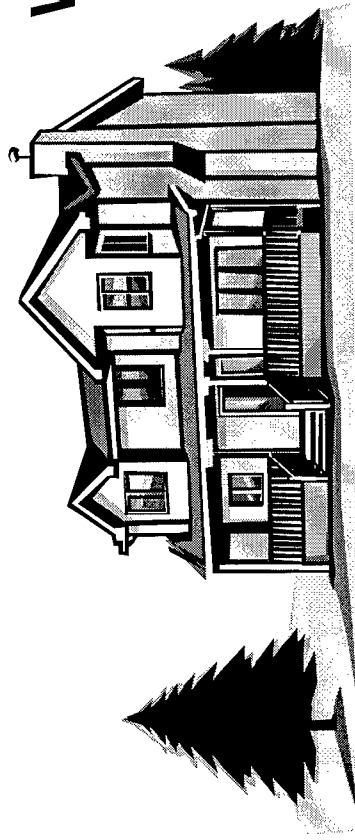


- How We Support
 - Supply to Service Shift



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Buying a Home or Building an Addition



We:

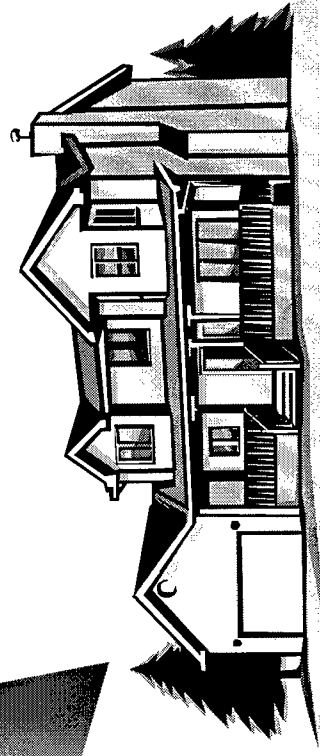
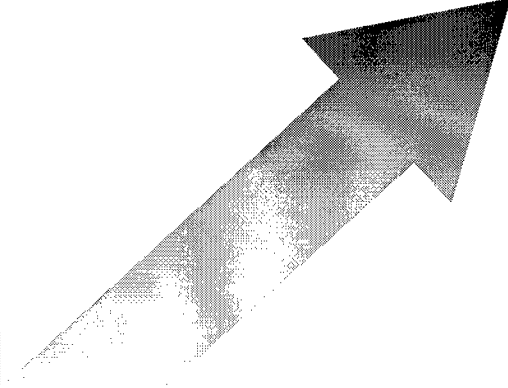
Define our Requirements
Purpose and Performance
Funding and Schedule

Conduct Market Research
Supplier Capabilities
Past performance

Evaluate Several Proposals
Differing approaches
Differing materials
Differing costs

Select Best Value for our Need

Acquisition reforms
now allow us to take
the same good
business actions we
would in our own lives!
(See the FAR Part 15
rewrite)



Keeping Your Car Running...



**From Supply to Service
Dominated**

"I need 6 plugs, an oil filter, a carburetor kit, and some brake shoes."

1978

1998



"The car has been running rough, and I'm getting a squealing noise when I stop. How long will it take to fix?"

**Performance Based
Services Initiatives**

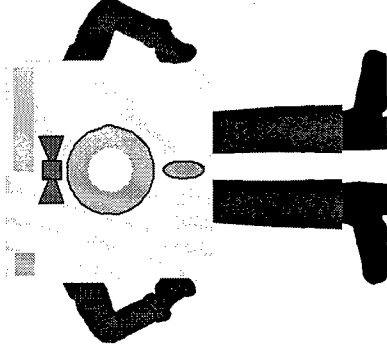
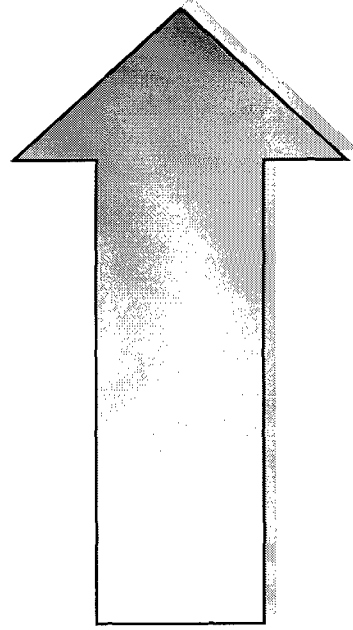
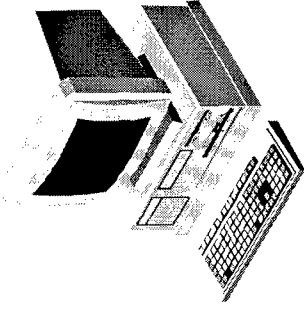
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Aggressively Pursuing & Implementing Acquisition Reforms

Move To Paperless Acquisition

- Electronic Data/Finance Integration With Suppliers Being Established
- Expanding Credit Card Use
- Standard Procurement System
- Electronic Contracting and Ordering
- Electronic Shopping Malls & Virtual Contracting Web sites

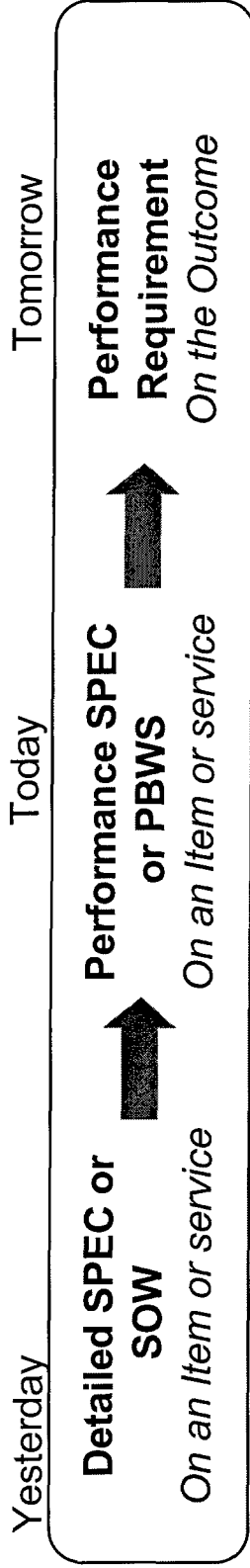


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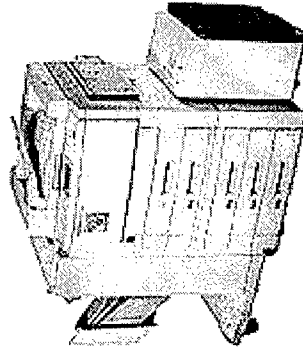
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Think In Performance Terms

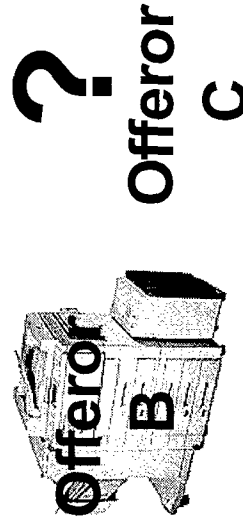


In the past, we bought copiers.



- Select Capacity & Features
- Buy Hardware
- Buy a Maintenance Contract
- Later make rebuy decision
- Pay disposal costs

But we never
really wanted
copiers, we want
copies!



- Select number of copies and time requirements
- Specify customers
- Select best contractor

Output contracting

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A Revolution In Business Affairs Is required.....

We Are Modernize Despite the Budget

- Decreasing reliability, increasing O&S costs
- Potential adversaries access to advanced technology
- Must Retain Technological Superiority

*"We have put off force modernization over the last decade -- allowing
procurement to fall by over 70%."*

Honorable Dr. Jacques S. Gansler

TWV Inventory	250,000
Avg Svc Life	17 years
Annual Procurement	5,000

50 years to renew the fleet!

**"...Equal to US M1 or
German Leopard..."**

Chinese Type 95-iii Tank
FOR SALE

Direction and Emphasis: From Here to the Future

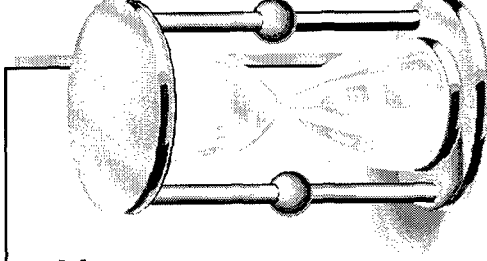
Sources:

**National Performance Review
Defense Reform Initiatives**

A Revolution In Military Affairs.....

Requires tailored forces:

- High-Tech Weapons Available in the Commercial market
- Long-range, “brilliant” weapons
- Unknown threats require flexibility & global reach



- Information Dominated Battlefield

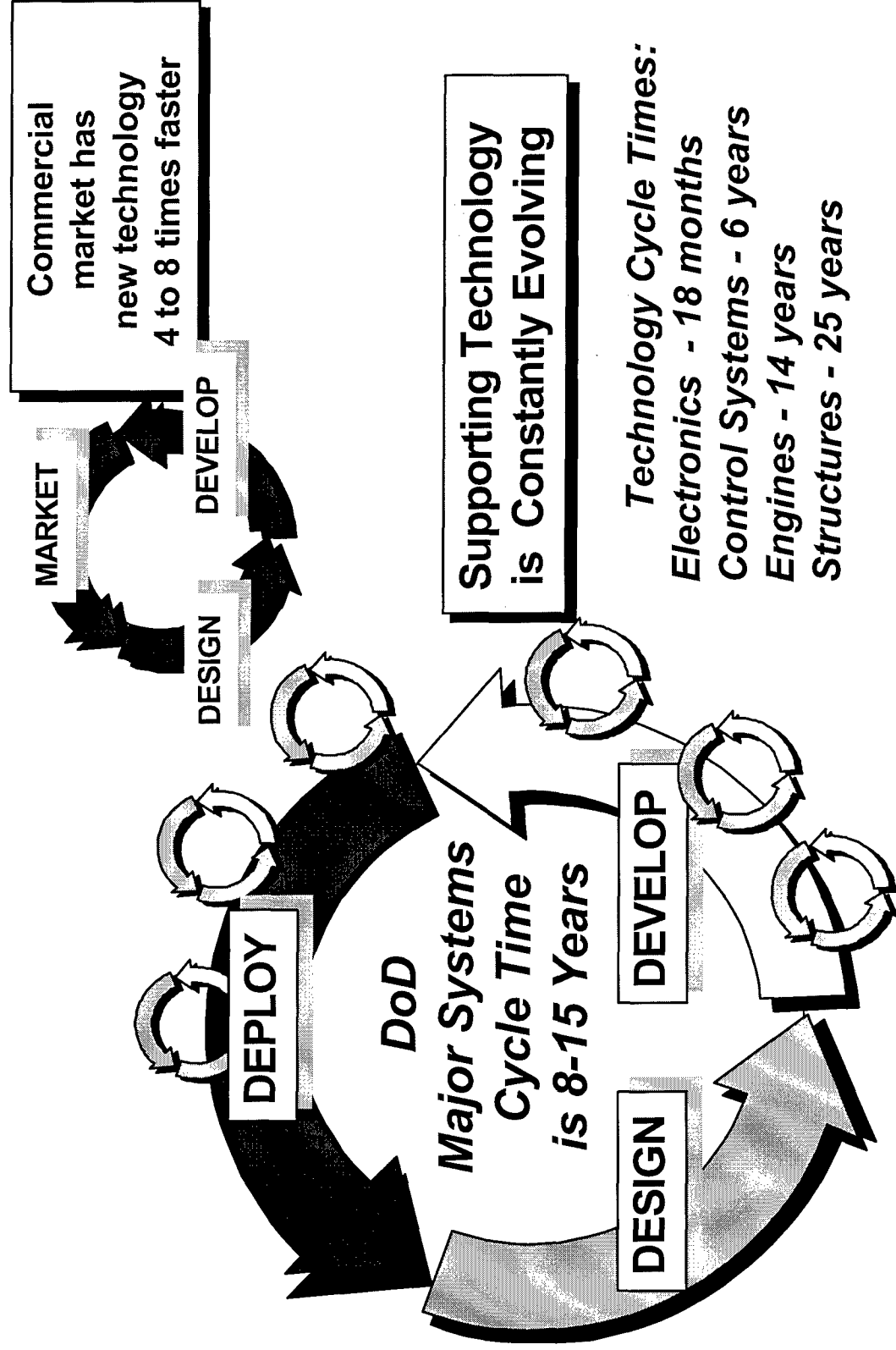
**Times Have
Changed...**

- **Achieve Interoperability with our Allies**

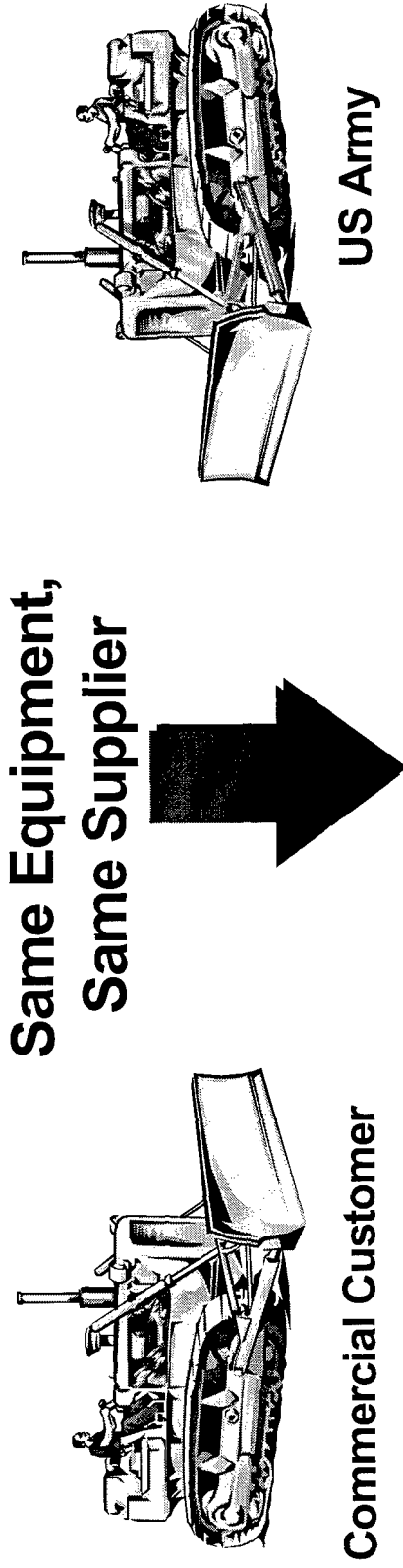
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We Are bringing about greater Civilian/Military Industry Integration

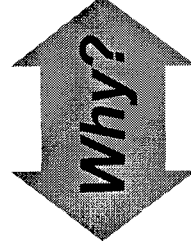


Are We Always Different?



We need the same parts...

Commercial	US Army	
Delivery Lead-Time	Delivery Lead-Time	
Domestic:	Domestic:	30 Days
Overseas:	Overseas:	50 Days



We developed costly infrastructure to support this difference...

And we can't afford that anymore!

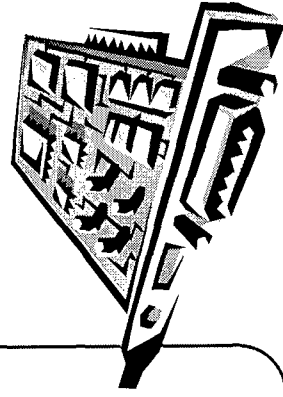
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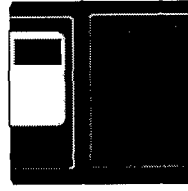
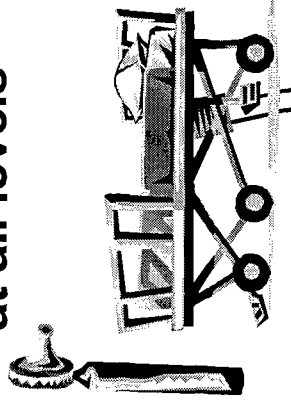
Take Advantage Of The Commercial Market

Use Commercial Items & Services

- Leverage industry investment
- Leverage industry strength in technology turn-over

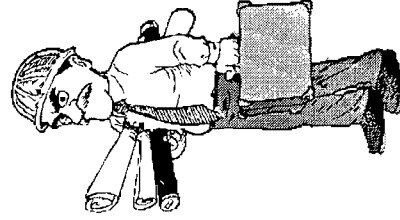


Commercial Items can work at all levels



Consider past performance data from variety of sources

Rely on Contractor's Existing Quality Processes



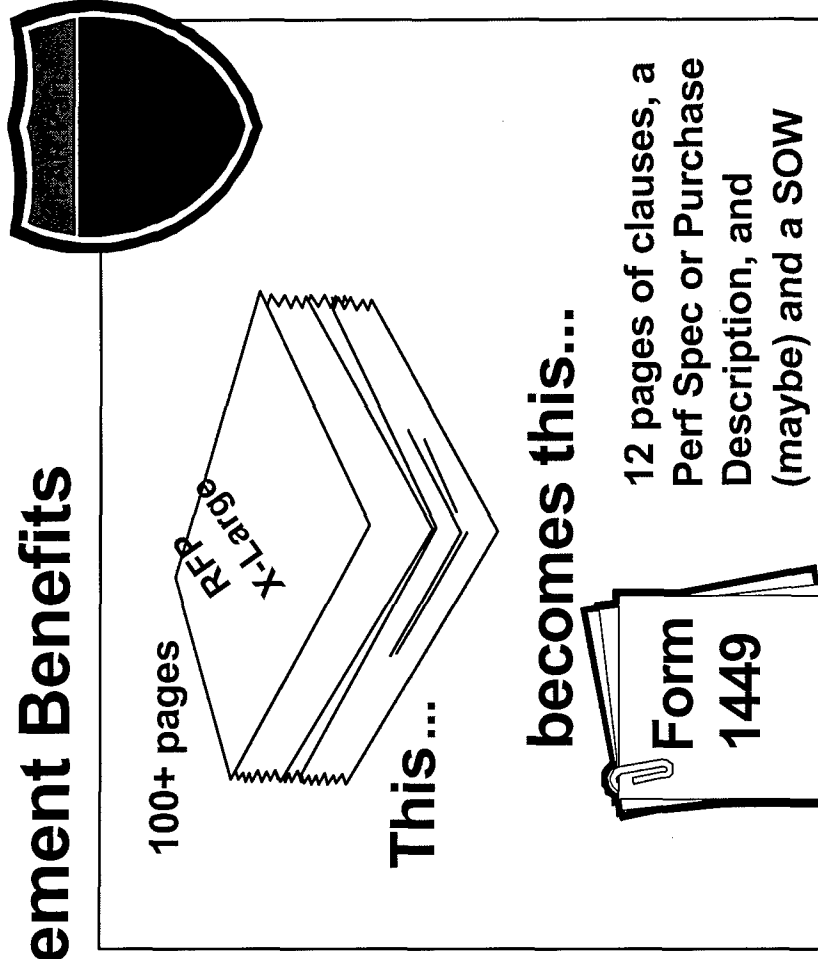
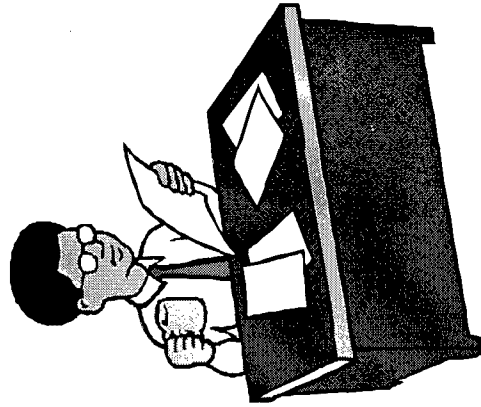
Rely on Contractor's logistics support

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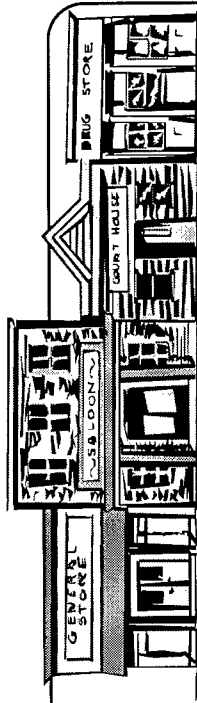
Commercial Item Procurement Benefits

- Increased industry play
- FAR Part 12 Reduces paperwork & time
- Streamlined process
- Catalog Prices
- Empowerment

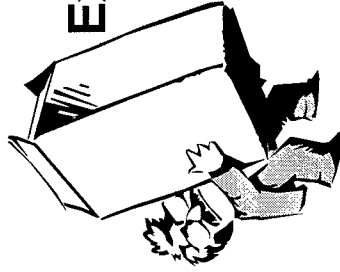


**Commercial Items and
Services may have more of a
track record, as well as a wider
market base - more stability!**

Why Buy Commercial?



COMMERCIAL ITEMS & SERVICES



Existing Contractor's logistics support, warranties, & training,

Commercial market has new technology 4 to 8 times faster



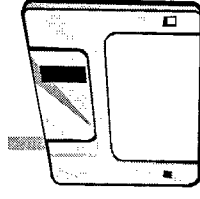
Existing Contractor's Configuration Management, Testing & Quality Process



DON'T REINVENT THE WHEEL!
Neither the Design nor the Infrastructure



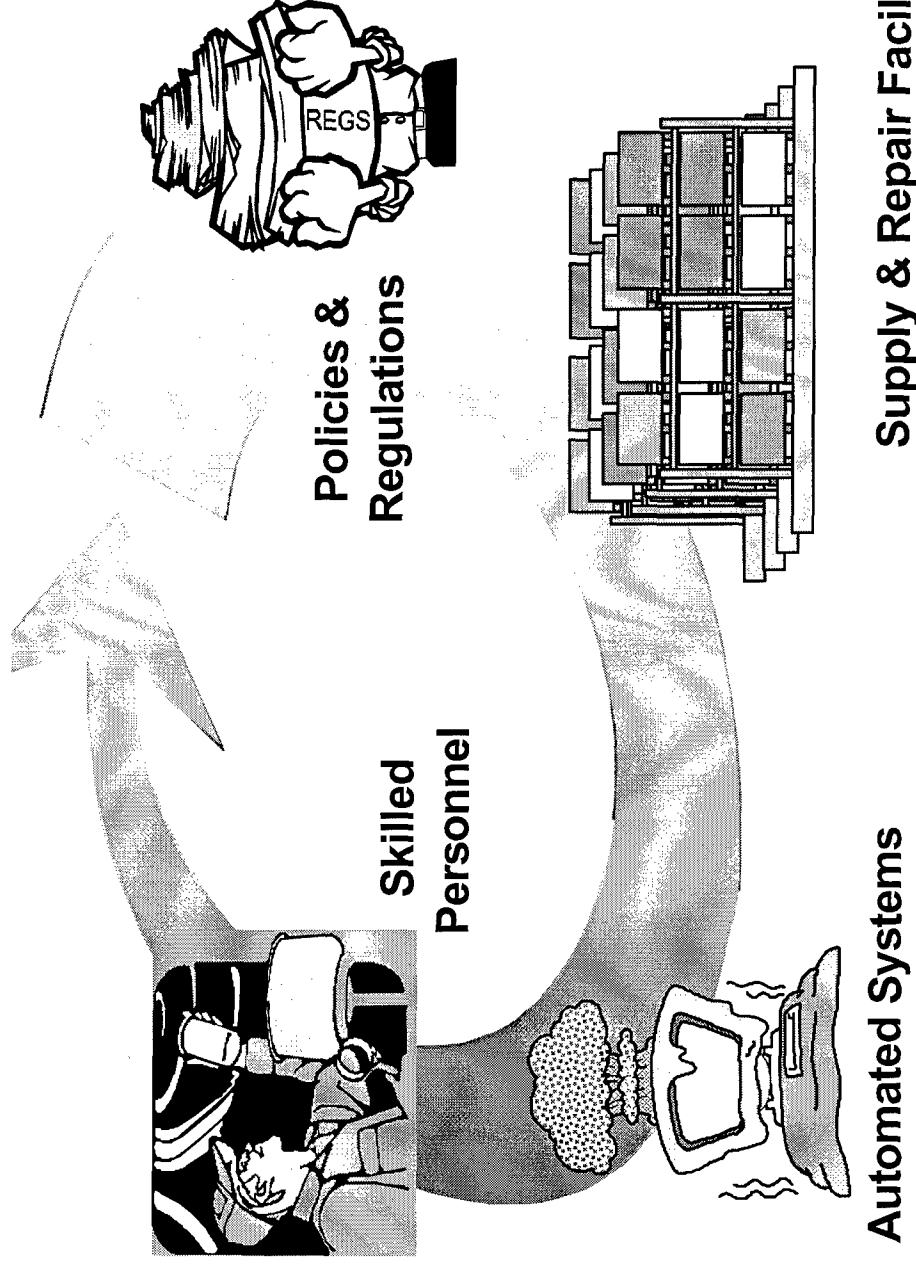
Past performance data from wide variety of sources



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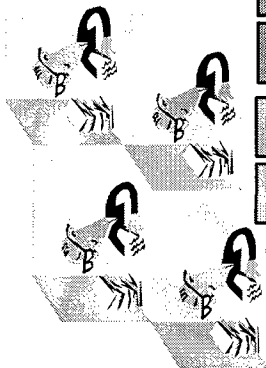
Reengineering to Reduce Infrastructure Costs

“We must totally reengineer our DoD logistics system... a 1950’s system... no longer affordable, nor does it provide acceptable performance.” Honorable Dr. Gansler

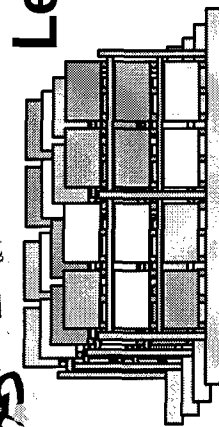


Shifting From Supply to Service Emphasis

1990



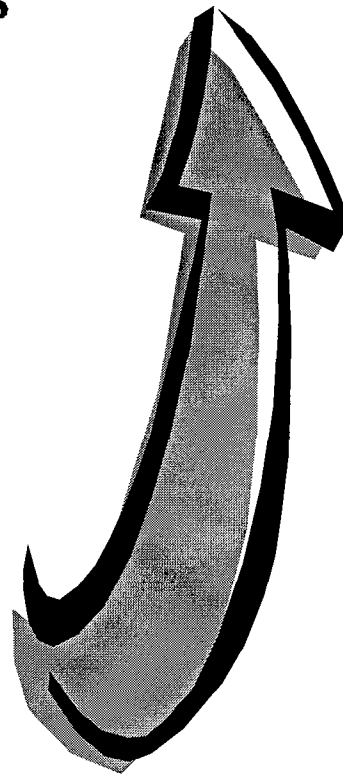
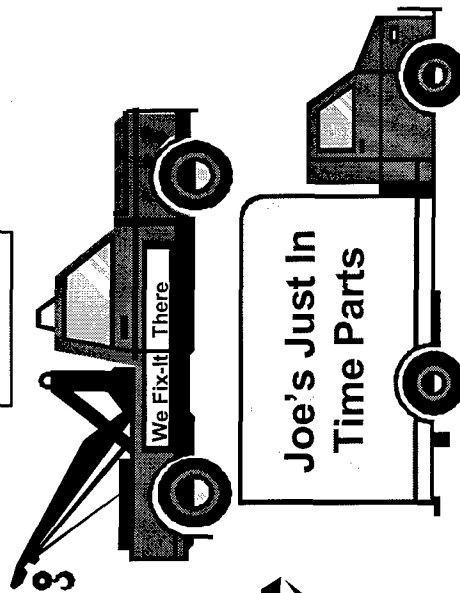
Large Workforce



Lengthy Delivery Times

Numerous, Large Depots

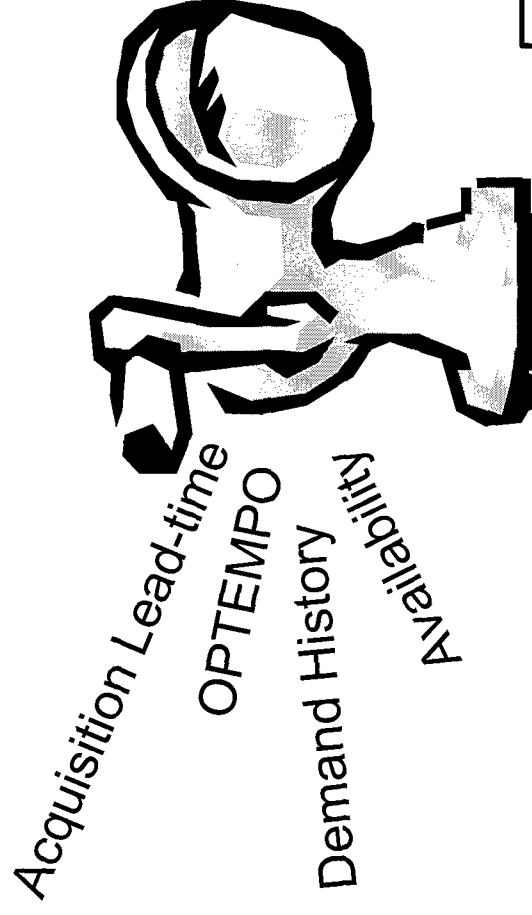
2000?



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Reengineering The Logistics System

Two Related Sustainment Cost Drivers Readiness and Inventory



How do we control inventory cost while meeting readiness requirements?

FOCUSED SUSTAINMENT

**WHAT IS FOCUSED
SUSTAINMENT?**

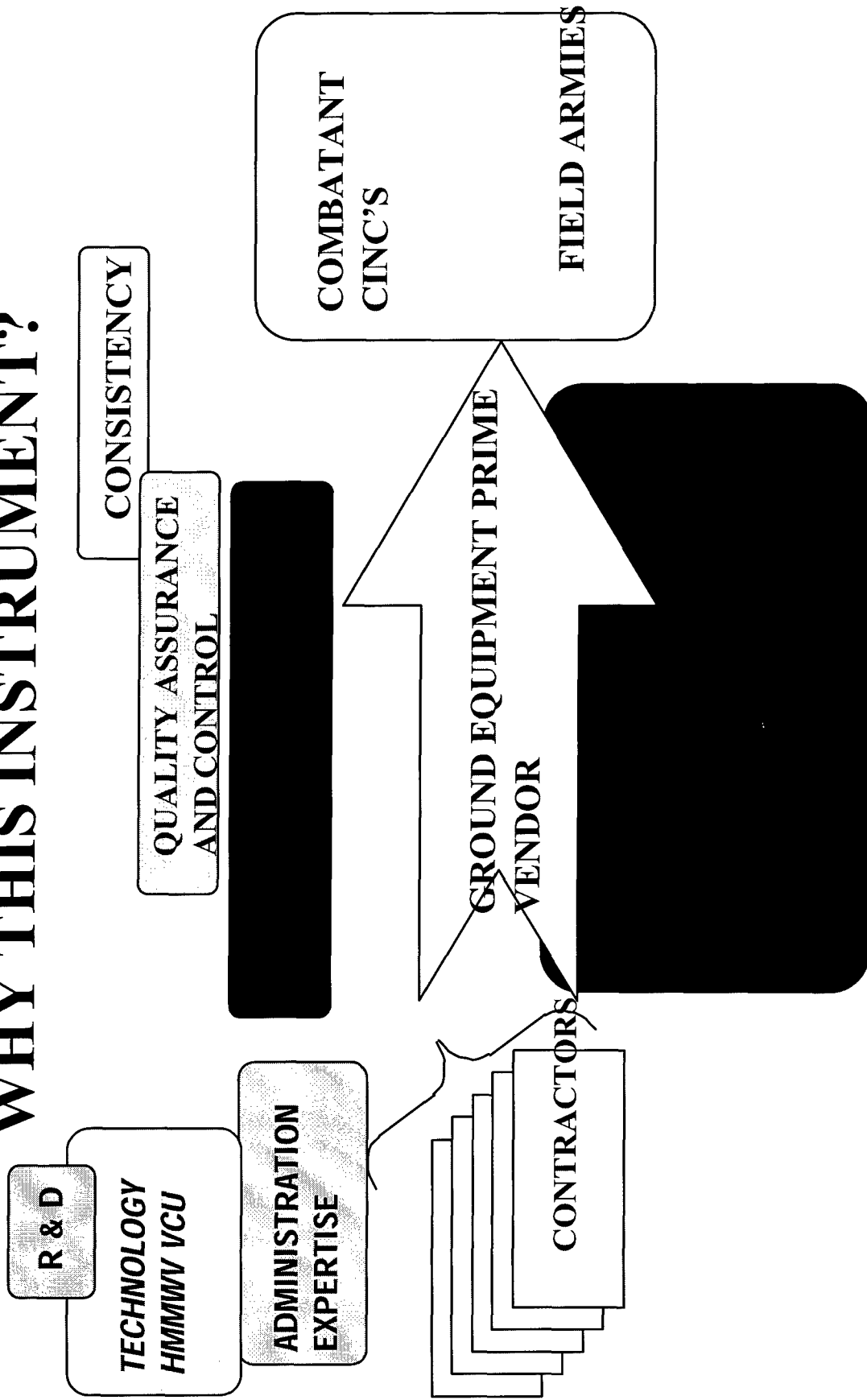
**"BUY ONLY WHAT'S NEEDED;
SPEND ONLY WHAT'S
NECESSARY"**

Indefinite
Quantity,
Indefinite Delivery
Contract
Instruments that
provide logistics
services and
products on demand.

*10-year contract with products and
services covering all sustainment aspects;
individually priced - each product or
service can be ordered in any increment
required.*

FOCUSED SUSTAINMENT

WHY THIS INSTRUMENT?



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Shifting Resources from Support to Modernization

"We'll pay for our Revolution in Military Affairs with a Revolution in Business Affairs"

Honorable William S. Cohen

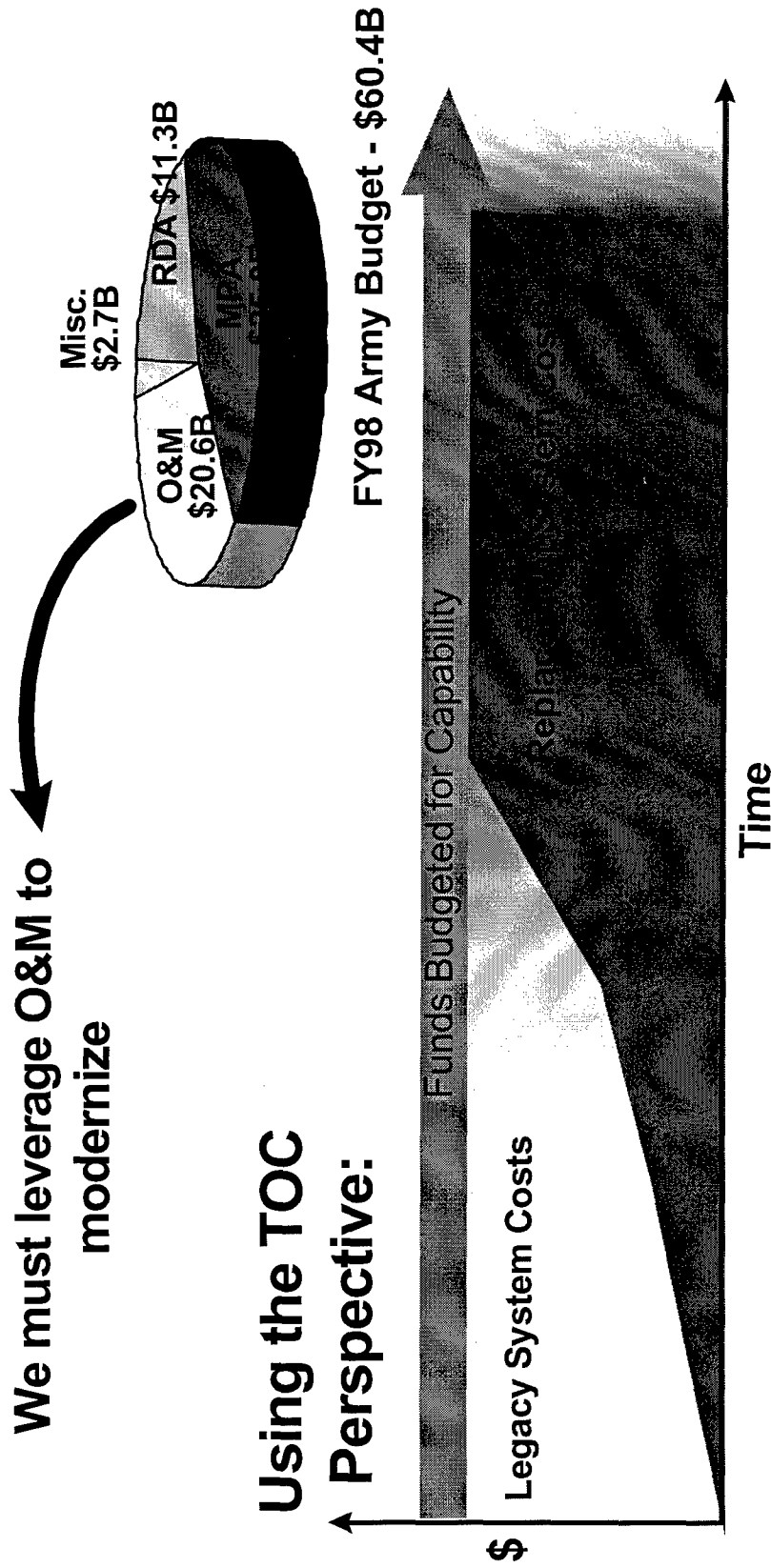
"... far too much of the total budget goes to support, there must be a significant shift of resources from support to modernization..."

Honorable Dr Gansler

We must leverage O&M to modernize

Using the TOC

Perspective:

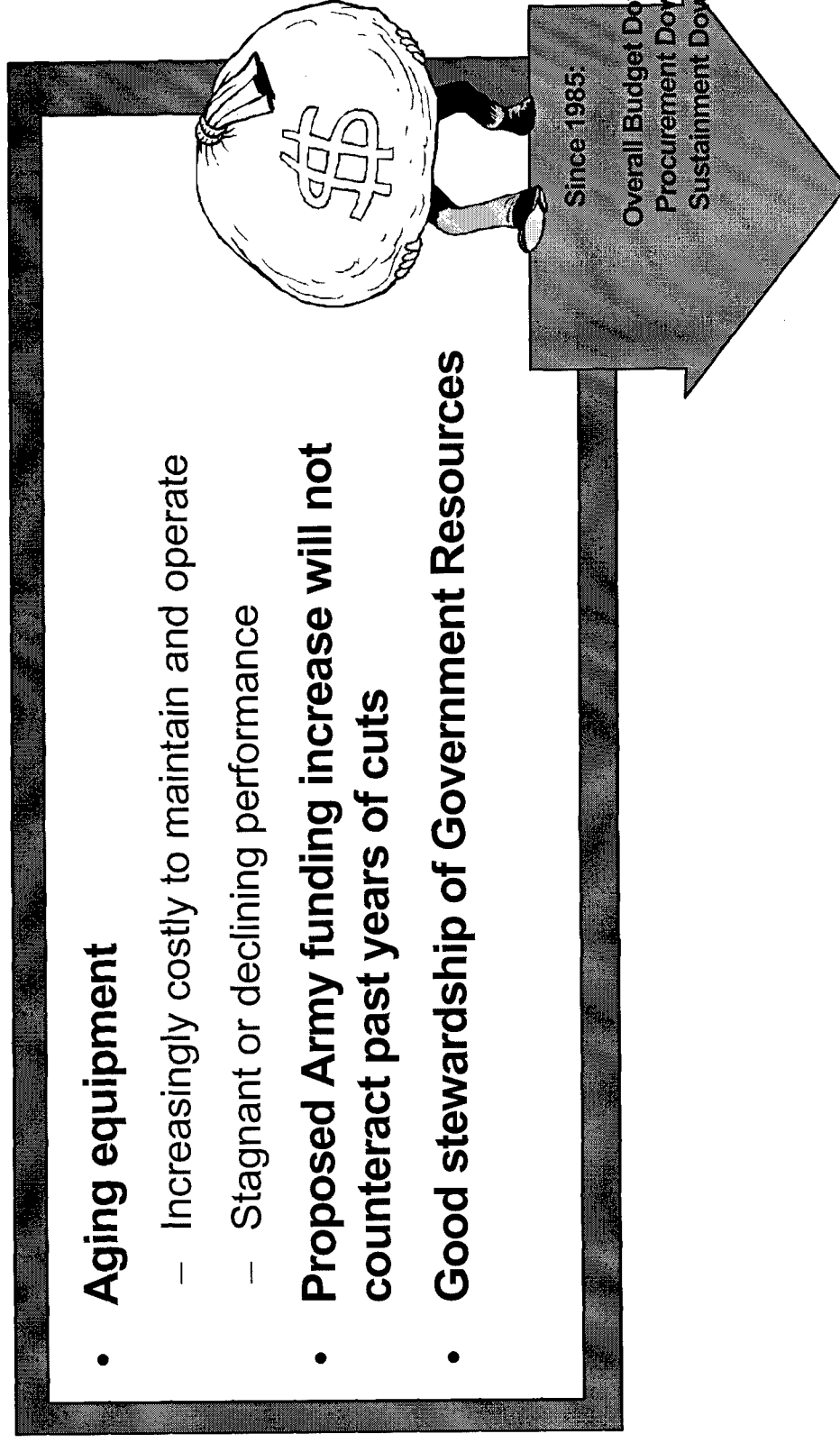


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Why are We Here?

CH-47 Helicopter
IOC: 1962 Planned Retire: 2

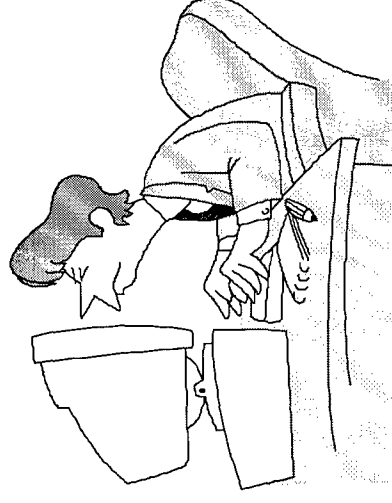
- **Aging equipment**
 - Increasingly costly to maintain and operate
 - Stagnant or declining performance
- **Proposed Army funding increase will not counteract past years of cuts**
- **Good stewardship of Government Resources**



A Revolution In Business Affairs.....

“We Are Implementing Acquisition Reform”

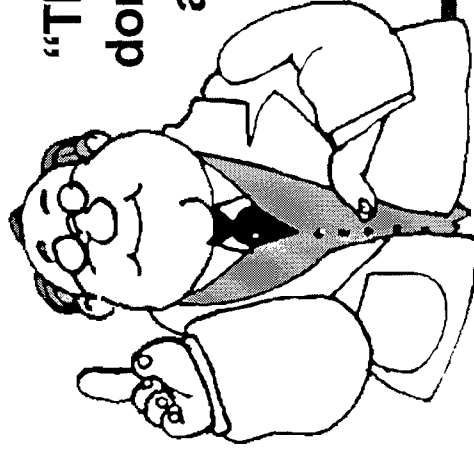
- Working Smarter, Not Harder
- Long Sought After Initiatives In Place
-



“We must aggressively pursue and fully implement the acquisition reform initiatives of the past few years, and add to these where appropriate.”

Dr. Jacques S. Gansler, USD(A&T)

Don't be a 'Nay-Sayer'



"That is the biggest fool thing we have ever done. The (atomic) bomb will never go off... and I speak as an expert in explosives."

ADM William Leahy, USN
to President Truman, 1945

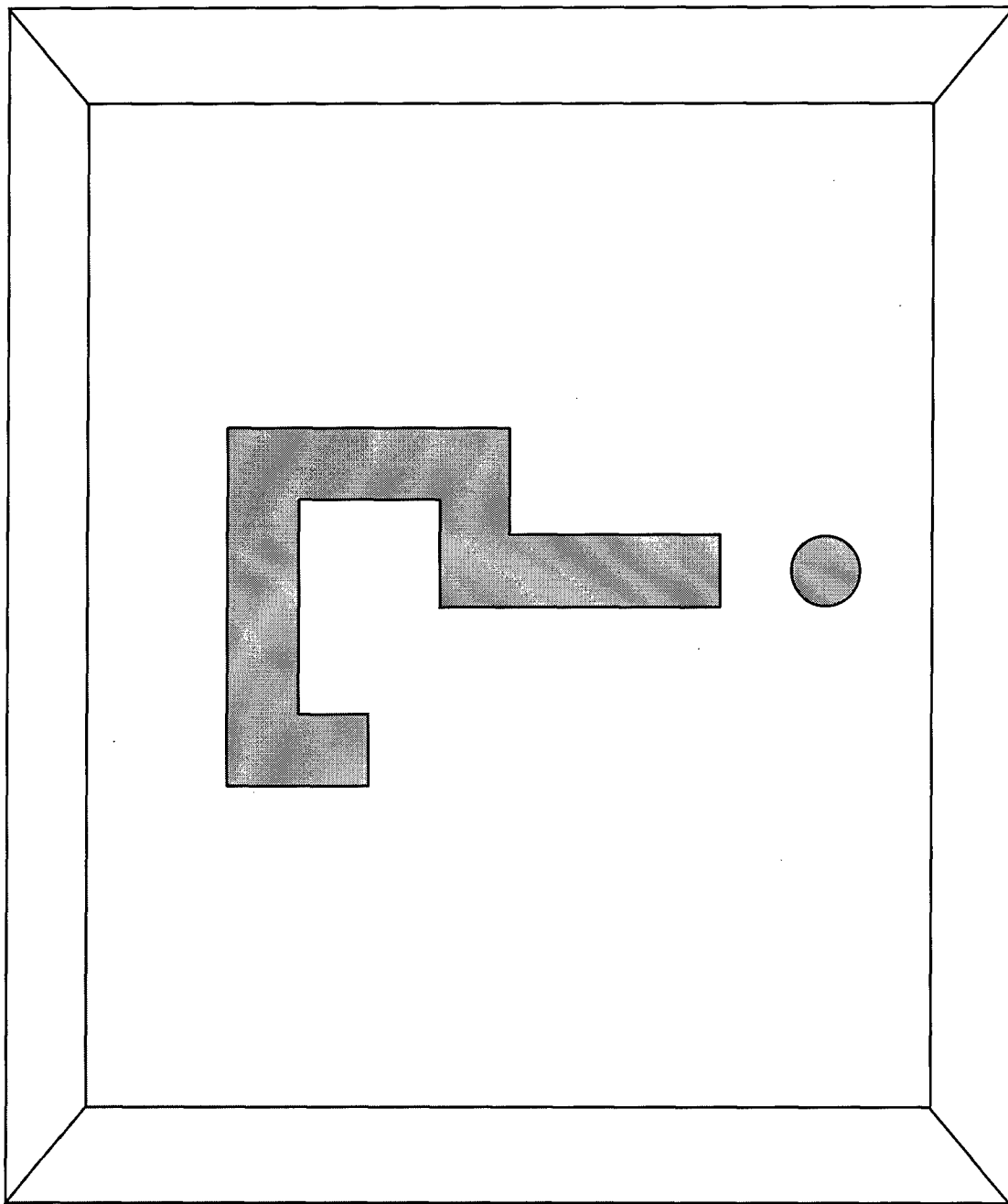
"We must not be misled to our own detriment to assume that the untried machine can displace the proved and tried horse."

MG John K. Herr, USA

Strive to *Make Reform a Success*

SUMMARY

- ★ Paperless Environment by FY99
- ★ Increased use of Credit Card Purchases
- ★ Commercial Products
- ★ Modernization Thru Spares
- ★ Performance Based Progress Payment
- ★ Production Cycle Time Reductions
- ★ Logistics Reform and Privatization
- ★ Reducing the Cost of Ownership
- ★ More Corporate & Long Term Contracts
- ★ More Integrated Product Teams



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Where We Are!

Government/Industry Relationships

- ★ Partnering
- ★ Integrated Production Teams
- ★ Concurrence in Procurement
(ALPHA Contracting)
- ★ Alternate Dispute Resolution

Where We Are! Continued

Requirements Reform

- ★ Performance Based Requirements
- ★ Contractor Configuration Control
- ★ Simulation in Lieu of Testing
- ★ Single Process Initiative
- ★ Commercial Products & Processes

Where We Are! Continued

Process Reform

- ★ Electronics/WWW/EDI
- ★ Credit Cards
- ★ Long Term Contractors
- ★ Past Performance Evaluation
- ★ Direct Vendor Delivery

What's Next!

Government/Industry Relationships

- ★ Qualified Supplier List
- ★ Leveraged Business with
DCMC/DLA & Industry
- ★ Prime Vendor
- ★ Longer Term, Fewer Contracts
- ★ Focus on Small Business Participation
- ★ Corporate Contracts

What's Next! Continued

Requirements Reform

- ★ Shorter Cycle Times
- ★ Logistics Reform & Privatization
- ★ Modernization Thru Spares
- ★ Commercial Products
- ★ Focus On Reducing the Total Cost of Ownership

What's Next! Continued

Process Reform

- ★ Electronic Contracting & Ordering
- ★ Electronic Shopping Malls and Virtual Contracting Web Site
- ★ Expand Credit Card Use
- ★ More Integrated Product Teams

Long Term and Corporate Contracting

Jim Nelson

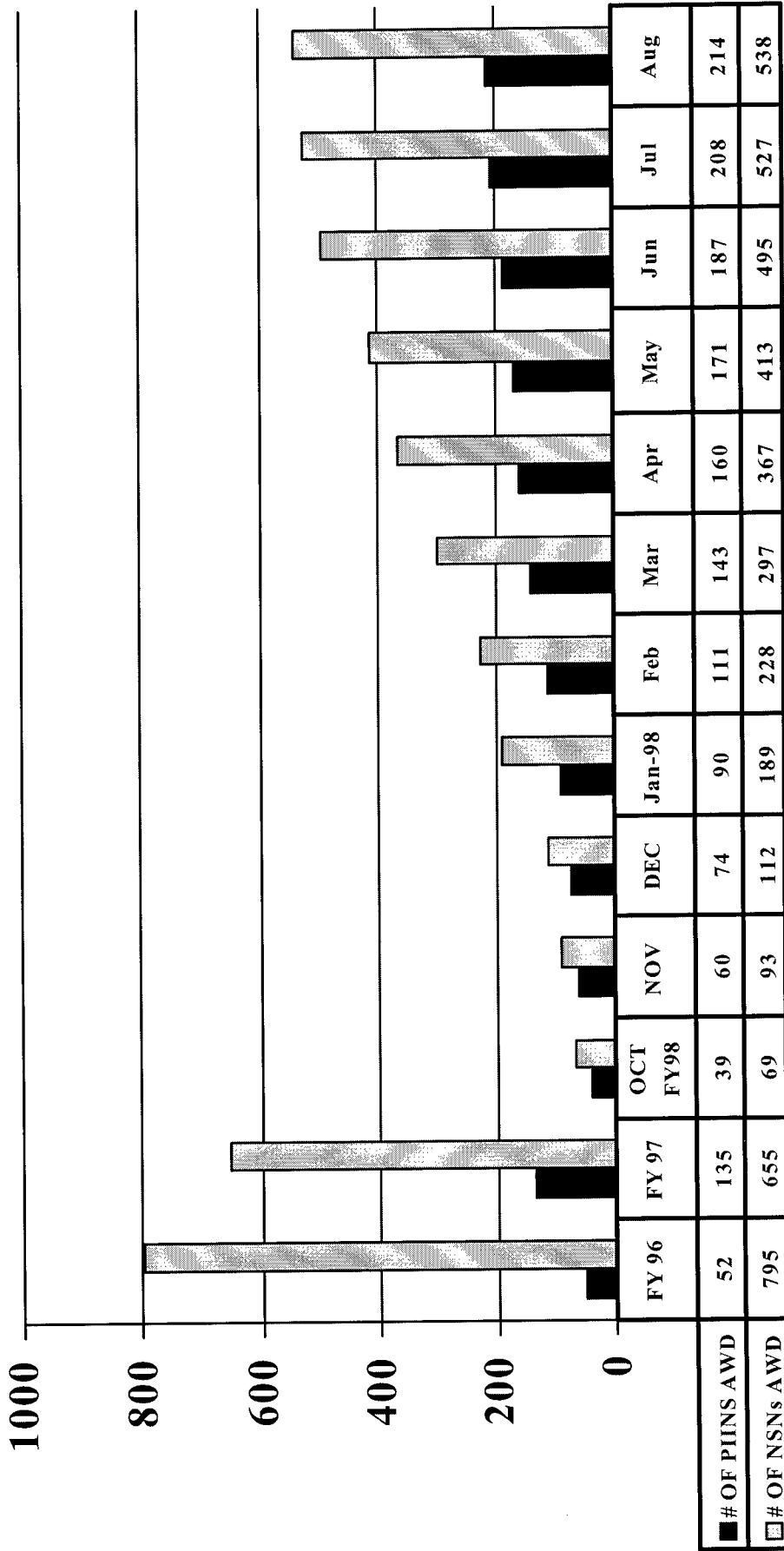
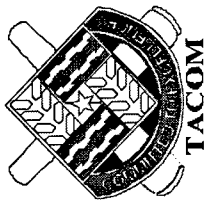
Long Term Contract

A contracting partnership between the Government and contractor covering delivery of supplies or performance of work for a specific period of time.

Why Long Term Contracts ?

- ✓ Reduction of Administrative Lead Time
- ✓ Likelihood of future business
- ✓ Longer Term = Better Partners
- ✓ Future of doing business with TACOM

TACOM ALT/PLT REDUCTION PROGRAM LONG TERM CONTRACTS (LTC) AWARDED



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Data is cumulative.

Corporate Contract

A long term contract which covers a wide range of supplies and/or services and can be used by many different buying activities.

Why Corporate Contracts ?

- ✓ Advantages of a Long Term Contract
- ✓ Supports the needs of many customers
- ✓ Combined requirements produce improved opportunities for pricing and delivery

Contract Types

✓ Indefinite Delivery/Indefinite Quantity

✓ Requirements

✓ Basic Ordering Agreement (BOA)

✓ Blanket Purchase Agreement

✓ Electronic Catalogs

Competition

✓ Maximum practicable competition

✓ Small and Small Disadvantaged Business

✓ Multiple Award Contracts

Example - Long Term

✓ M1 Fire Sensor, Control Amplifier

- 3 year IDIQ contract
- 2 line items
- Use of IDIQ reduced administrative lead time from 150 days to under 5 days

Example - Long Term

M1 Turbine Rotor Blades

- Small Business
- 5 year IDIQ
- Maximum Value of \$14.5Mil

Example - Corporate

Oshkosh Truck IDIQ Contract

- 5 year contract
- 2,000 line items
- Use of EDI reduced administrative lead time from 133 days to under 10

Example - Corporate

McDonnell Douglas

- 5 year contract
- 130 lines are requirements type
- 700 lines are negotiated price/competitive
- Use of EDI reduced administrative lead time from 133 days to under 10

Example - Corporate

Small Unit Support Vehicle IDIQ Contract

- 5 year commercial contract (18 pages)
- 3,500 line items
- Includes vehicles, spare parts, engineering services, field support
- Available for use by any Agency

The Future

✓ Omnibus Contracts for Classes of Supplies
or Services

- Grouped by type of supply or service
- Multiple Award Contracts
- Available for use by any Agency

An Overview of the Parametric Cost Estimating Initiative

Definition:

What is Parametric Cost Estimating?

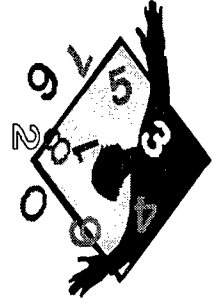
Cost estimating methodology using analytical techniques and historical costs and other program variables such as system physical characteristics or performance characteristics, etc.

Estimating technique employing one or more cost estimating relationships for the forecasting of costs associated with development, manufacture, and / or modification of an end item - based on the product's technical, physical, or other characteristics.



Examples of Product Characteristics

Product	Physical or Performance Characteristics
Building Construction	Floor Space, Roof Surface Area, Wall Surface
Passenger Car	Weight, Wheel Base, Passenger Space, Horsepower
Turbine Engine	Dry Weight, Maximum Thrust, Cruise Thrust, Specific Fuel Consumption, Inlet Temperature
Reciprocating Engine	Dry Weight, Piston Displacement, Compression Ratio, Horsepower
	Empty Weight, Speed, Useful Load, Wing Area, Power, Landing Speed



Parametric Applications

◆ Industry

- Bid / No Bid Analysis
- Conceptual Estimating
- Design To Cost (or “CAIV”)
- Independent Cost Estimates
- Life-Cycle Cost Estimates
- Risk Analysis

Proposal Preparation

- ◆ Where (certified or other than) cost or pricing data would be submitted to the government.



Parametrics & Acquisition Reform

- ❖ TINA Requirements
 - Cost or pricing data must be certified as current, accurate, and complete
- ❖ Purpose of TINA
 - Provide all the facts available at the time of certification
- ❖ Properly Calibrated / Validated Parametric Cost Techniques Meet the Requirements of TINA
- ❖ Coopers and Lybrand / TASC Study “The DoD Regulatory Cost Premium - a Quantitative Assessment”
 - TINA is the number two cost driver
- ❖ DoD Regulatory Cost Premium Working Group Study
 - Identified parametrics lab as a key acquisition reform initiative



Why Implement Parametric Techniques As A Primary Basis Of Estimate?

◆ Anticipated Benefits

Improved Customer Satisfaction Through:

- ◆ More reliable estimates
 - Increased use of historical costs
- ◆ Reduced proposal preparation costs
 - Potential 25-95% Reduction
- ◆ Reduced proposal preparation cycle time
 - Potential 25-95% Reduction



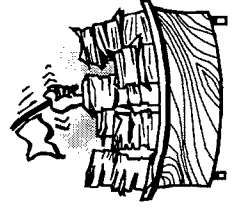
Initiative Overview



❖ Parametric Practitioners Met in Early 1994

Evaluate why there is not greater use of parametric cost estimating in DoD and NASA business proposals

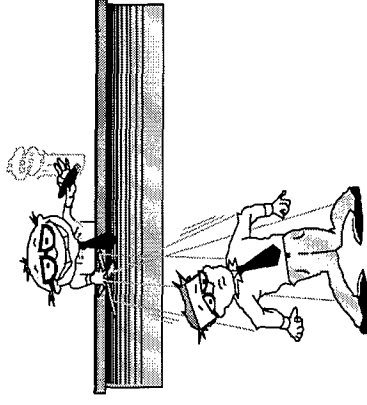
- ◆ Limited use of complex parametric cost models to prepare proposals submitted to the government for contracts
 - Most proposals are based on very detailed, voluminous data
 - Sometimes this detailed data is based on unsupported engineering estimates (e.g., judgmental estimates)
- Identify barriers to the expanded use of parametric cost estimating techniques
- Identify actions needed to eliminate barriers and take advantage of parametric opportunities



Initial Barriers Identified

Barriers Identified

- Lack of DoD/NASA policy statement supporting parametrics as a valid estimating technique
- High implementation costs
- Regulatory concerns
- Cultural issues
 - ◆ Lack of understanding
 - ◆ Customer acceptance
 - ◆ Resistance to change
- Lack of training
- Lack of case studies on successful use of complex parametrics



Evaluation of Initial Barriers

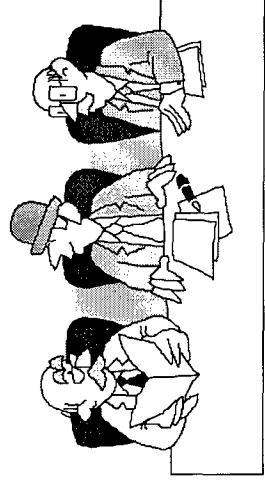
» Conclusions

- No real barriers identified that would preclude expansion of parametric cost estimating techniques
- However, there were barriers to overcome
- Identified a need for industry experts to demonstrate that parametric techniques are as reliable as other estimating techniques

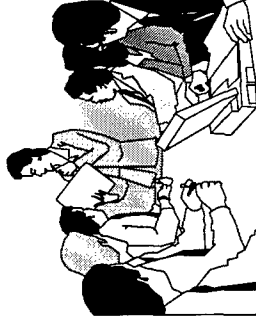
ACTION!

Established the Parametric Estimating Initiative

ACTION!

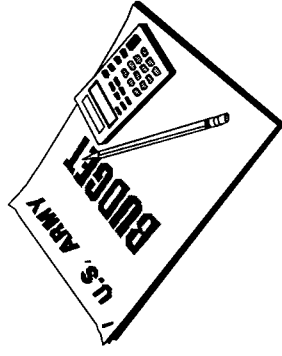


Accomplishments to Date



- **Formed PCEI Executive Steering Committee and Working Group to Oversee Key Action Items**
 - Participants from industry, all military services, NASA, DCMC, and DCAA
- **Provided Briefings to Acquisition Executives and the Workforce**
- **Obtained Industry and Government Senior Management Support and Encouragement**
- ❖ **Recommended Regulatory Enhancements to Encourage Use of Parametrics**
 - FAR 15 Rewrite includes references to parametrics
- ❖ **Established the Reinvention Laboratory**

Executive Support

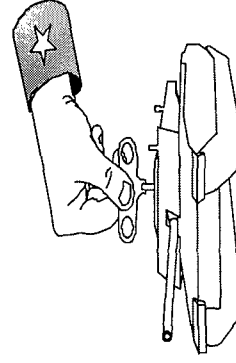
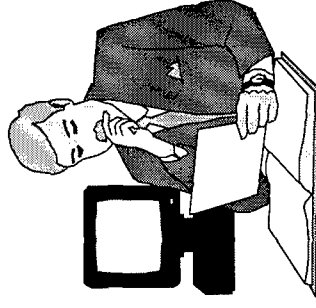


- ❖ Top Level Industry, DoD, and NASA Executives Endorse the Use of Properly Calibrated/Validated Parametric Cost Estimating Techniques
- ❖ “We need to *encourage* the use of *parametric cost estimating throughout our organizations*. *More opportunities* for using parametrics *need to be explored*. By ensuring that we have properly calibrated and validated parametric models, we greatly increase the likelihood that estimating systems will be based on credible, auditable data used in a consistent manner to provide results.”

Ms. Eleanor Spector, Director of Defense Procurement
PCEI Workshop - October 1996

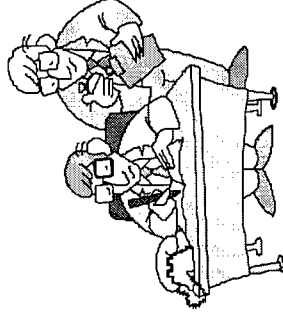
Future Plans of the PCEI

- ❖ Reinvention Lab Sites Complete Tests
 - 3rd Quarter CY 1998
- ❖ Prepare and Distribute Case Studies
 - Fall of 1998
- ❖ Update and Distribute the 2nd Edition of the Handbook
 - Fall of 1998
- ❖ Support Development of the DAU Training Course
 - Spring of 1999



Case Studies

- ❖ PCEI Working Group Is Assisting Lab Teams in Completing The Case Studies
- ❖ Case Studies Will Include
 - Detailed description of models tested/implemented
 - Data collection and normalization best practices
 - Calibration and validation best practices
 - Estimating system policies and procedures
 - Regulatory and cultural challenges
 - Customer acceptance



- ❖ Case Studies Will Be Included in the 2nd Edition of the Parametric Cost Estimating Handbook
- ❖ Case Studies Will Also Be Used to Develop the Formal Training Course

Handbook Background



◆ Prepared and Distributed 1st Edition of the Parametric Cost Estimating Handbook in September, 1995

- Served as the primary source of guidance for identifying, developing, calibrating, validating, and evaluating parametric cost estimating techniques
- Available on the DoD Acquisition Deskbook under discretionary documents

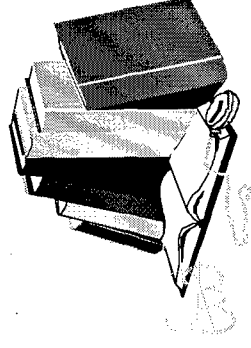
◆ Feedback Received from Users

- Significant changes needed
 - ◆ New regulations (FASA / FARA)
- Need calibration and validation examples
 - ◆ Examples will be based on the documented results of the lab teams

2nd Edition of the Handbook

◆ The Parametric Cost Estimating Handbook Is Currently Being Updated to Include

- More examples of parametric techniques, particularly calibration and validation
- New chapters on
 - ◆ Company developed models
 - ◆ Regulatory issues
 - ◆ Technical evaluations
 - ◆ Price / cost analysis evaluations
 - ◆ Other parametric cost estimating applications, such as
 - Price analysis of subcontractor quotes
 - Reviewing data other than cost or pricing data
 - Cost as an independent variable (CAIV)
 - ◆ Frequently asked questions

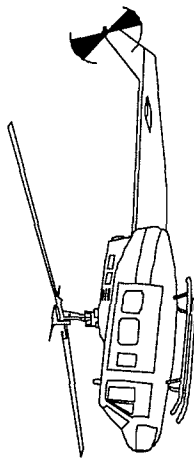


Reinvention Laboratory Participants

Pilot Sites

- ★ Boeing Aircraft & Missile Systems (Mesa, AZ)
- ★ Boeing Aircraft & Missile Systems (St. Louis, MO)
- ★ Boeing Information, Space, and Defense Systems Group (Seattle, WA)
- ★ Boeing Reusable Launch Vehicle Systems (Downey, CA)
- ★ GE Aircraft Engines (Cincinnati, OH)
- ★ Lockheed Martin Astronautics (Denver, CO)
- ★ Lockheed Martin Electronics & Missiles (Orlando, FL)
- ★ Lockheed Martin Tactical Aircraft Systems (Ft. Worth, TX)
- ★ Motorola Space & System Technology Group (Scottsdale, AZ)
- ★ Northrop Grumman ESSD (Baltimore, MD)
- ★ Northrop Grumman ESID (Rolling Meadows, IL)
- ★ Raytheon ECI Division (St. Petersburg, FL)
- ★ Raytheon HRB Systems (State College, PA)

TEAMWORK



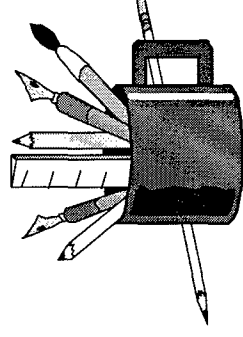
Case Study:
Boeing Aircraft & Missiles Systems
Mesa, AZ
CER Implementation



Boeing - Mesa IPT

Initial Objective

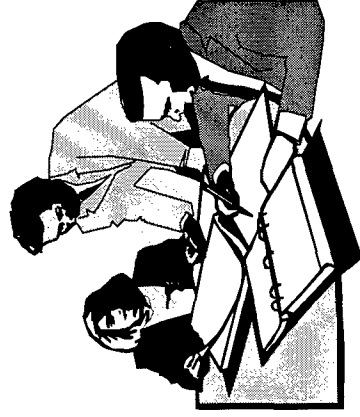
- ❖ Develop Validated Parametric Techniques for Estimating That Are Acceptable to Contractor, DCMC, DCMAA and the Customer for the Purpose of Negotiating Contractual Actions
- ❖ Identify Parametric Opportunities That Could Be Utilized As Test Parametric Cases
- ❖ Define Industry / Government Involvement and Roles
- ❖ Barrier Identification and Resolution
- ❖ Develop a Formal Process for Implementing Parametric Techniques
- ❖



Boeing - Mesa IPT Roles & Responsibilities

◆ Early-On, The IPT Established Roles & Responsibilities

- **DCAA/DCMC/AMCOM** - Real time constructive review, feedback and recommendations, statistical analysis, monitoring of metrics
- **DCMC/AMCOM** - Memorandum of Agreement (MOA)
- **BA&MS** - Model development, and statistical analysis, model maintenance and MOA, develop and maintain metrics



Boeing - Mesa IPT Selection Process

- ❖ Brainstorming Session, October 1995 - Identified 13 Candidates for CERs
- ❖ Joint Team Selection
 - Tool Material \$ (Non-Recurring)
 - Technical Manuals / Publications
 - REVIC (Software Model)
- ❖ Other Process Applications
 - MOA on 200+ CERs ***Success achieved through the application of parametrics training information)***



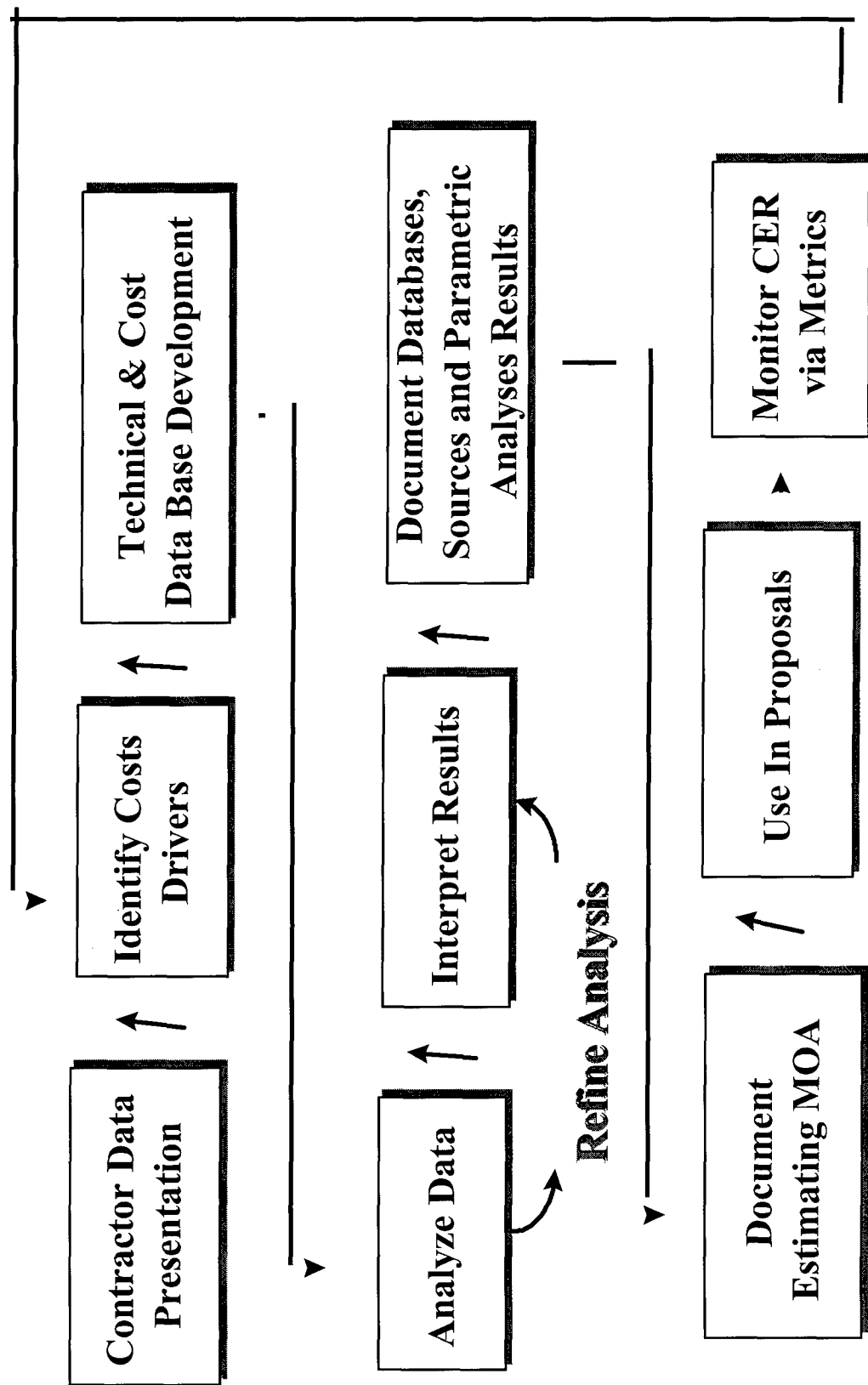
Boeing - Mesa IPT Parametrics Approach

❖ The Team followed the guidelines as noted in the 1st Edition of the Parametrics Handbook

- (1) Establish the Source Data
- (2) Perform Statistical Analysis
- (3) Validate the Data and Models
- (4) Document the Models
- (5) Develop a Process for Model Maintenance
 - Periodic Updates
 - Metrics



Boeing - Mesa IPT Process Flow Chart

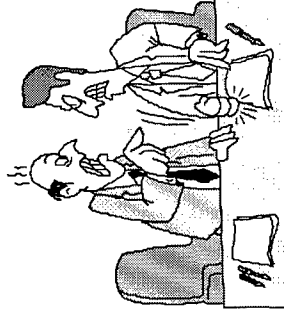


Boeing - Mesa IPT

Summary of Major Barriers/Solutions

❖ Barriers

- (1) Interpretation of Statistical Analysis
- (2) Availability of Data
- (3) Team Opposing Differences and Biases

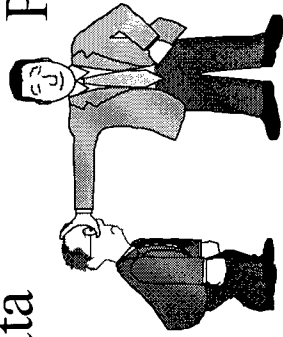


❖ Solutions

- (1) Joint Parametrics Training
- (2) Technical Survey - 3rd party assessment of independent variables; research analysis of data
- (3) ***Constant feedback loop: Government and Industry team willingness to share and discuss methods and approaches***

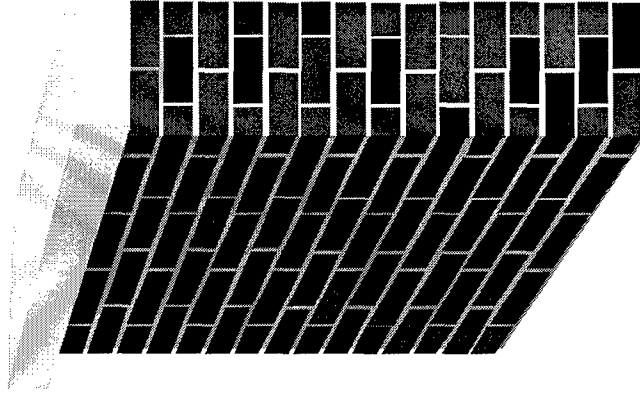
Boeing - Mesa IPT Where The Team Was.....

Contractor
Collected Data

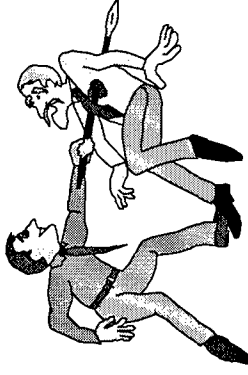


Contractor
Analyzed Data

Information was
Passed Over the Wall



DCAA Analyzed &
Audited Data

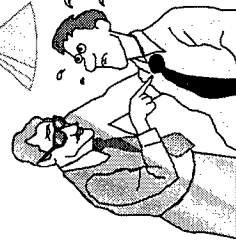


DCAA Issued Report

BA&MS Reviewed
& Argued with Findings

Factors Used
in Pricing

DCMC Developed
Position



Each Contract
Negotiated Separately

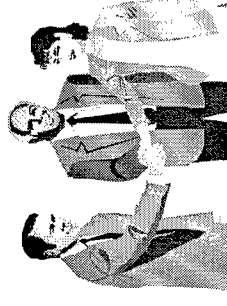
Boeing - Mesa IPT Where The Team Is Now.....

Contractor Provides
Data, Program Information
and Data Analysis

DCMC Provides
Analysis and
Determines Position
from a Contracts
Perspective



DCAA Provides
Independent Audit,
Analysis & Guidance
Through Formal and
Informal Reports,
Memos and Discussions



DCMC/AMCOM/Boeing
Memorandum of
Agreement

Boeing - Mesa IPT

What Does the Customer Expect?

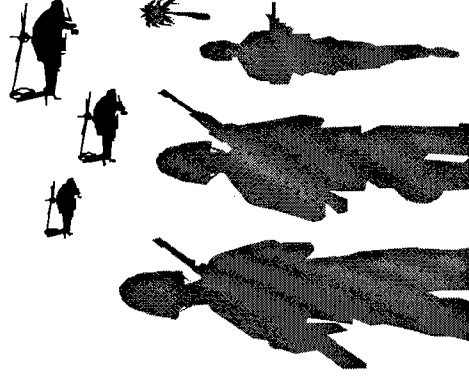
- ❖ Consistent Estimating Across Programs & Services
- ❖ Simplified Pricing Proposals
- ❖ Smooth & Timely Negotiations
- ❖ Reduced Acquisition Time
- ❖ Reduced Acquisition Costs



Boeing - IPT

How Was Teaming Success Achieved?

- ❖ Recognize a Common Mission
- ❖ Share Common Training (or Experience)
- ❖ Establish Realistic Objectives
- ❖ Clarify Roles & Responsibilities
- ❖ Meet Regularly
- ❖ Exercise Mutual Cooperation & Respect



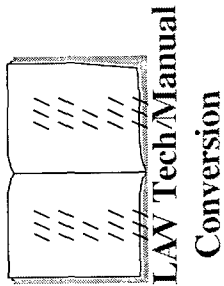
***Agreeing to Agree Yields a Win/Win
Situation***

Points of Contact

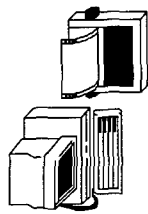
❖ Karen Davies	HQ DCAA	973-284-2257
❖ Terry Schneider	HQ DCAA	703-767-3231
❖ Jim Gleason		
— ARMY MATERIEL COM		703-617-4437
❖ Art Nicholson	AMCOM	205-313-4086
❖ Procurement Liason Auditor		810-574-8581
❖ William Roche		
— TACOM ACQUISITION CENTER		810-574-7203

PARAMETRIC COST ESTIMATING HANDBOOK

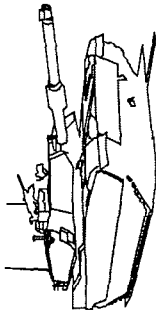
- ❖ <http://www.jsc.nasa.gov/bu2/PCEHTML/pceh.htm>



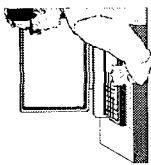
LAW Tech/Manual
Conversion



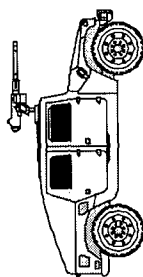
ADP Equip
Support



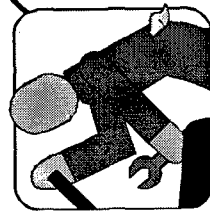
Abrams Fielding
Support



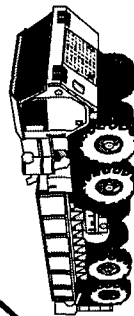
Blueprint for
Change



HMMWV
Veh Control
Unit



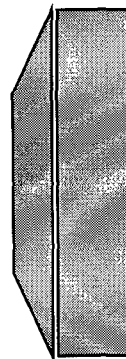
Job Order Contract



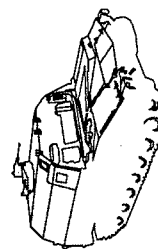
Container Roll-
out
Platforms



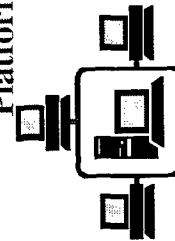
Program Mgmt
Support



PLS Sideboard
Kit



M88 New Equip
Training



Wide Area Network
Support

At TACOM Small Business Means Big Business

Innovations in Small Business Contracting

- Require partnerships between large and small businesses where needed to insure SB participation (1500 ROWPU)
- Encourage partnerships between SBs where it will increase capability to compete (Focused Sustainment)
- Use of BAA to provide specialized support to TARDEC (Composite Armored Veh)
- Formation of SB Advocates IPT
-

Memorandum of Understanding Changes the 8(a) Contracting Program

- /// Simplified Acquisition Procedures - offer/acceptance letter **not needed**
- /// Above SAP
 - /// Offer/acceptance required
 - /// Authority to negotiate **and sign contract** at TACOM - no SBA review or signature
 - /// Competitive 8(a)s
 - /// Determine competitive range, request confirm of eligibility on up to 3 contractors
 - /// Complete negotiations, **sign contract** at TACOM

14/18

Changes to 13 CFR 121 affect Small

Business Partnering

- /// High dollar requirements
 - /// Services - value must be at least 50% of the SIC size standard
 - /// Hardware - over \$10 Million
- /// Size of each firm considered individually, not totalled - if each participant is small, the partnership/team is small
- /// As many firms as needed to compete

15/18

Small Business Participation through Subcontracting

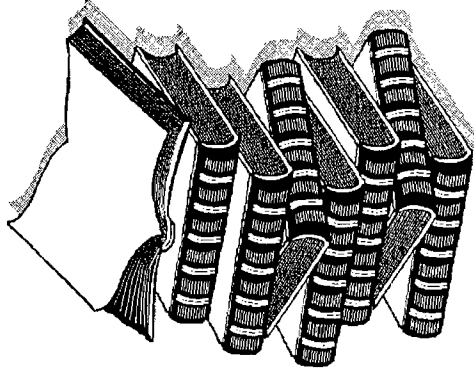


- Utilization efforts required under \$500K
- Subcontracting Plans required over \$500K
- Evaluation factor on Best Value buys
-
-

15/18

Requirement for Subcontracting Plans

- FAR 52.219-9 applies to large businesses on F&OC contracts over \$500K
- Subcontracting Plan must be in writing, reviewed by ACO annually or at conclusion of contract
- Failure to make good faith effort to execute the Plan will invoke FAR 52.219-16, "Liquidated Damages - Subcontracting Plan"
-



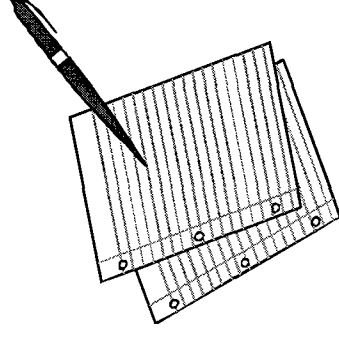
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Review of Subcontracting Plans

Prior to Award

- AFARS 19.705-4 requires rating of Plans
- Criteria set forth in AFARS Appendix CC
- Seventy points required for a plan to rate “acceptable”
- Contracting Officer needs higher level approval to award with an unacceptable Subcontracting Plan



AFARS Appendix CC

Subcontracting Plan Evaluation Guide

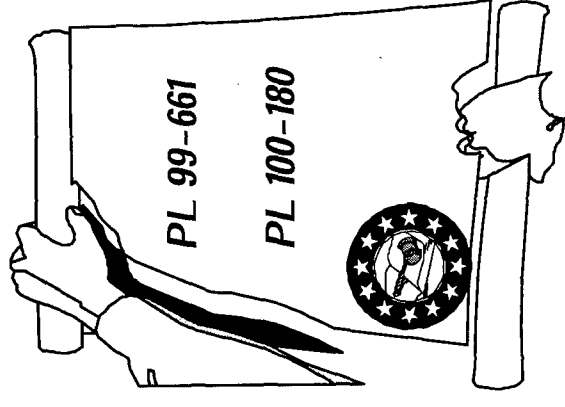
Eight elements of Scoring System

- Policy Statement
- Efforts to Broaden SB/SDB active vendor base
- Outreach
- Description of supplies/services to be subcontracted
- Efforts to insure equitable opportunity for SBs, HBCU/MIs
- Development of percentage goals
- Past Performance
- Other regulatory, statutory requirements

•

Policy Statement

- Minimum - General statement defining offeror's policy governing Small Business subcontracting
- Additional - Plan emphasizes efforts to subcontract with SDBs and HBCU/MIs
- Maximum - Definitive management commitment to Public Laws 99-661 and 100-180, and use of SB/SDB/WOSB sources



5/25

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Broaden the active vendor base of Small Businesses

- Minimum - Increase non-complex work contracted to SB/SDBs
- Additional - Use of competition limited to SDBs for some items
- Points deducted - No effort to identify, involve HBCU/MIs
-

Outreach

- Minimum - Work with SB organizations to identify potential sources for items not previously awarded to SB/SDB/WOSBs
- Additional - Conduct reviews to qualify more sources, provide technical assistance
- Points deducted - if no description of extent of consideration given to HBCU/MIs

Subcontracted Supplies/Services

- Minimum - Generic list of routine items
- Additional - Stated intent to review major components, project elements to increase subcontracting with SBs/SDBs/WOSBs
- Maximum - Specific sources targeted for major portions of subcontracting; flowdown to large business subs

Efforts to assure equitable opportunity

- Minimum - plan copies language of clause
- Additional - describes evaluation of subcontracting program effectiveness against established goals
- Maximum - includes SB sources by name, designating major components/services; establishment of long-term relationships

Develop Percentage Goal

- Minimum - Small business goal of <10%, SDB goal of < 2%, no substantive reason
- Additional
 - SB < 10%, SDB < 2%, but real effort to involve SBs in nontraditional areas
 - SB > 10%, SDB > 2% but real effort to involve SBs in nontraditional areas *AND naming of specific subs and products/services they will furnish*

Develop Percentage Goal, (Cont.)

- SB >10%, SDB >2% real effort to involve SBs in nontraditional areas AND naming of specific subs *AND goal represents increase over past experience of this contractor*
- Maximum - SB >10%, SDB >2% real effort to involve SBs in nontraditional areas AND naming of specific subs AND goal represents increase over past experience of this contractor *AND plan indicates intent to expand use of SDBs/HBCU/MIs if SBs performing well*
-

Past Performance in Subcontracting

- Minimum - Goals established on most past contracts are below 10% / 2%, not always met
- Additional - Goals established on past contracts are realistic, usually met
- Maximum - Goals established on past contracts are challenging, met except in unusual circumstances

Checklist Items

Must be included to accept Plan

- Separate goals for SB/SDB
- Separate goal for basic, each option
- Name of Small Business Liaison Officer
- Statement affirming flowdown
- Statement that report data will be furnished
- Statement that indirect costs are/aren't included
- Describe efforts to ensure equitable opportunity
- Describe types of records maintained

Websites for SB Sources

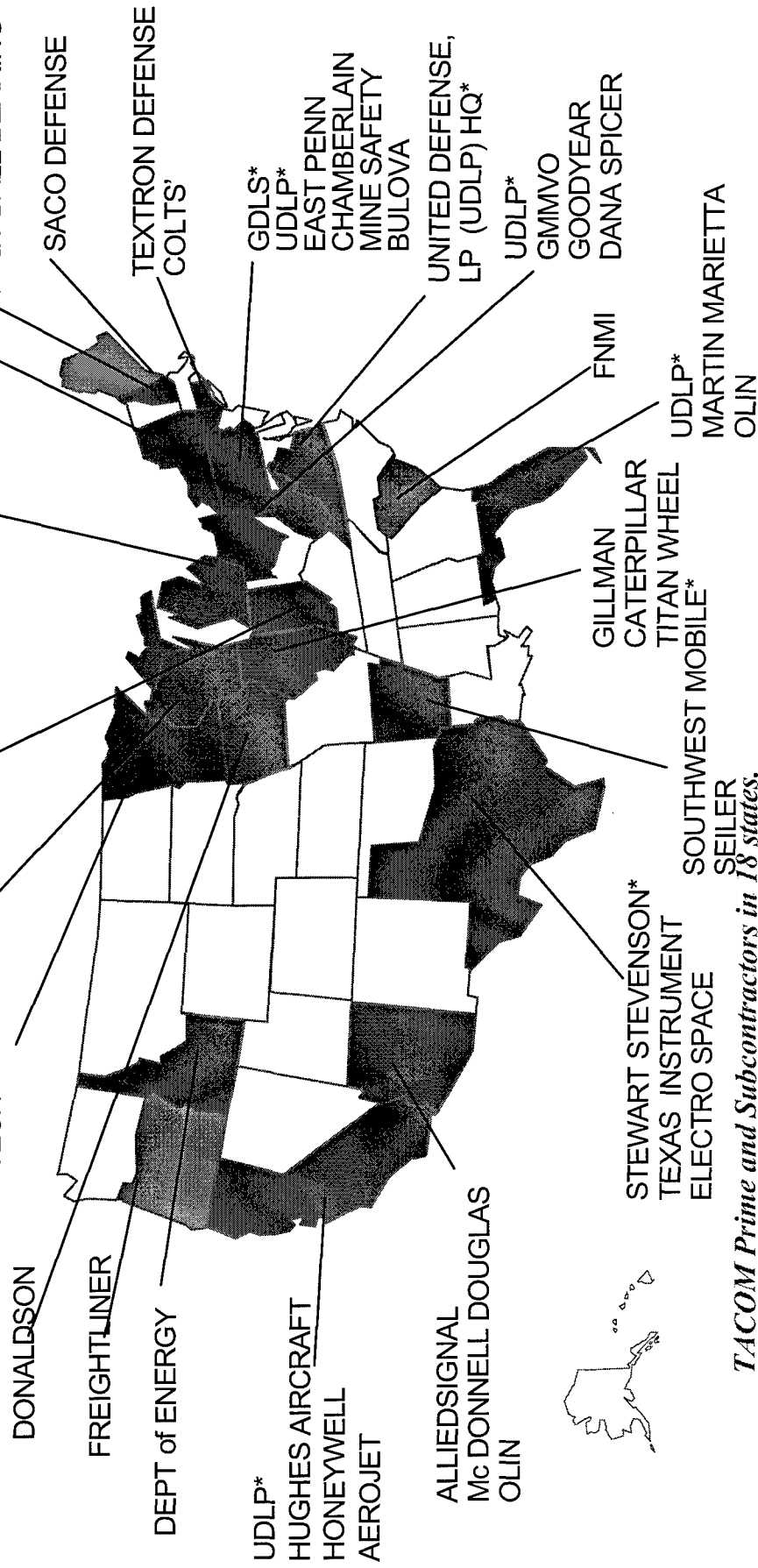
- Small Business Administration - *PRO-Net*
 - SBs/SDBs/WOSBs register and update
 - Search engine has geographic, capability screens
 - **pro-net.sba.gov**
- HBCU/MIs - *Minority On-Line Information Service (MOLIS)*
 - Links to web pages of individual schools
 - Searchable by institution name, academic discipline, faculty member
 - **web.fie.com/web/mol**
-

Websites for SB Sources

- The Training Resource
 - Nationwide database of SBs offering all kinds of training - onsite, video, CBT
 - Searchable by subject matter, geographic area
 - www.tregistry.com
- Consulting Women
 - Nationwide database of WOBs in management, engineering, ADP consulting
 - Searchable by field, geographic area
 - www.consultingwomen.com

Weapon System Prime and Major Subcontractors

Over 2,200
Contractors Support
Us



TACOM Prime and Subcontractors in 18 states.

* Prime Contractors
As of Nov 97

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16/25

TACOM Prime Contractors

COMPANY

PRODUCT LINE

AlliedSignal Engines

Truck Braking Systems

AM General Corp.

High Mobility Multipurpose Wheeled Vehicle (HMMWV)

Armored Vehicle Technologies

Tank-Auto Exploratory Development

AVCO Corporation

Disk Assemblies

Cadillac Gage, Textron

Light Armored Vehicles

Caterpillar Inc.

High Speed Earth Compactor

Compaction America, Inc.

Vibratory Roller

Cooper Tire & Rubber Co.

Tires

Cummins Engine Co., Inc.

5-Ton Truck Engine, V903 Diesels Engine

DELCO Electronics

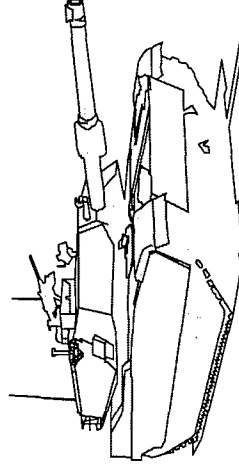
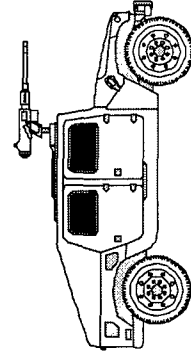
Light Armored Vehicle, Day/Night Sights

Exide Corp.

Storage Batteries

Florida Ordnance

Track Shoe Assemblies



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17/25

TACOM Prime Vendors



COMPANY

PRODUCT LINE

Freightliner

Heavy Equipment Transporter M915 Production

General Dynamics Land Systems

M1 Abrams Tank Production

General Electric Corp.

Electrical Test Equipment

General Motors Corp.

X200-4A Transmissions, Utility Trucks

Goodyear Tire & Rubber Co.

Track Shoes

Lockheed Martin Defense Corp.

Modification Kits

Navistar International Corp.

Dump Trucks

Oshkosh Truck Corp.

Heavy Equipment Mobility Transport, M977/M1077

Raytheon Corp.

Base Operations Support

Stewart & Stevenson Services, Inc.

Family of Medium Tactical Vehicles, Production

Teledyne Continental Motors

Common Chassis Dump Truck

United Defense Limited Partnership

Multiple Launch Rocket System & Improved Recovery Veh

18/25

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SMALL BUSINESS UTILIZATION

BEST VALUE TRADEOFF PROCESS ACQUISITIONS

19/25

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DFARS 215.605

Evaluation Factors and Subfactors

(b)(2)(A) “In acquisitions which require use of the clause at FAR 52.219-9, Small, Small Disadvantaged and Women-owned Small Business Subcontracting Plan, the extent of participation of small and small disadvantaged businesses in performance of the contract shall be addressed in source selection.”

PAST PERFORMANCE

- PAST PERFORMANCE
- SMALL BUSINESS UTILIZATION
- RELATIVE ORDER OF IMPORTANCE
WILL BE DECIDED BY SSA

SMALL BUSINESS OFFERORS NEED TO PROVIDE

- SUBCONTRACTING PLANS/POLICIES
 - SMALL BUSINESS (SB)
 - SMALL DISADVANTAGED BUSINESS (SDB)
 - WOMEN OWNED SMALL BUSINESS (WOSB)
 - HISTORICALLY BLACK COLLEGES AND UNIVERSITIES/
MINORITY INSTITUTIONS (HBCU/MI)
- NAMES OF SBs, SDBs, WOSBs, OR HBCU/MIs TO PARTICIPATE IN
INSTANT CONTRACT, EXTENT OF COMMITMENT,
IDENTIFICATION OF SPECIFIC COMPONENTS/EFFORT AND EST \$
VALUE
- DESCRIPTION OF PAST PERFORMANCE OVER LAST THREE
YEARS COMPLYING WITH FAR 52.219.8

LARGE BUSINESS OFFERORS TO PROVIDE

- SB, SDB AND WOSB SUBCONTRACTING PLAN IAW FAR 52.219-8 AND 52.219-9. THIS WILL INCLUDE INFO REQUESTED BY 1st TWO BULLETS FOR SMALL BUSINESS
- DESCRIPTION OF PAST PERFORMANCE OVER LAST 3 YEARS COMPLYING WITH FAR 52.219-8 AND 52.219-9. INCLUDE DOCUMENTATION OF ACHIEVEMENT OF GOALS.
- IF NO PREVIOUS CONTRACT, SO STATE AND PROVIDE DATA REQUESTED BY 3rd BULLET FOR SMALL BUSINESS

23/25

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BASIS OF AWARD

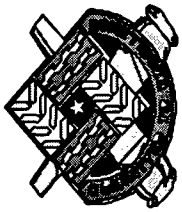
- LIKELIHOOD OF MEETING THE REQUIREMENTS OF FAR 52.219-8 OR 52.219-9 (AS APPROPRIATE)
- BASED ON COMMITMENT UNDER CURRENT ACQUISITION AND REALISM OF COMMITMENT BASED ON PAST PERFORMANCE
- NEGATIVE FINDING MAY RESULT IN HIGH RISK RATING
- WE MAY ELECT TO CONSIDER DATA FROM OTHER SOURCES

PERTINENT SOLICITATION INFO

- STANDARD SOLICITATION FORMAT
 - SECTION L -- INSTRUCTIONS, CONDITIONS AND NOTICE TO OFFERORS
 - SECTION M -- EVALUATION FACTORS FOR AWARD
- FAR PART 12 -- COMMERCIAL
 - SECTION K -- INSTRUCTIONS, CONDITIONS AND EVALUATION AREAS
 - ADDENDUM TO SCHEDULE, CONTRACT TERMS AND SOLICITATION PROVISIONS

25/25

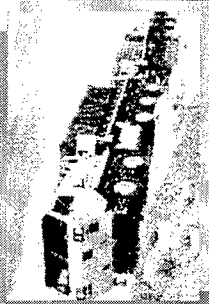
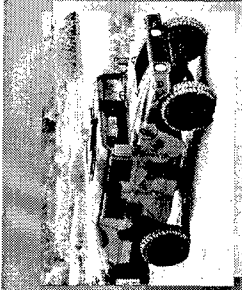
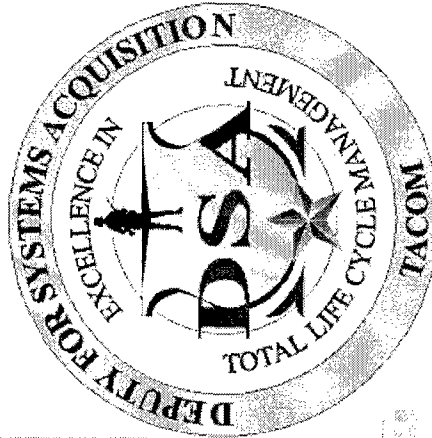
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DSA TACOM

Acquisition Modernization

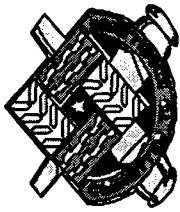
Perspective



Mr. Mike Viggato
DSA TACOM

27 Oct 1998

Tank-automotive & Armaments COMMAND
Committed to Excellence



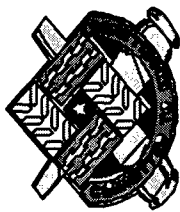
Outline

- Problem Statement
- The DSA Today
- DSA of Tomorrow
- What can Industry do for us?
- On Going Programs
- DSA PM Introduction

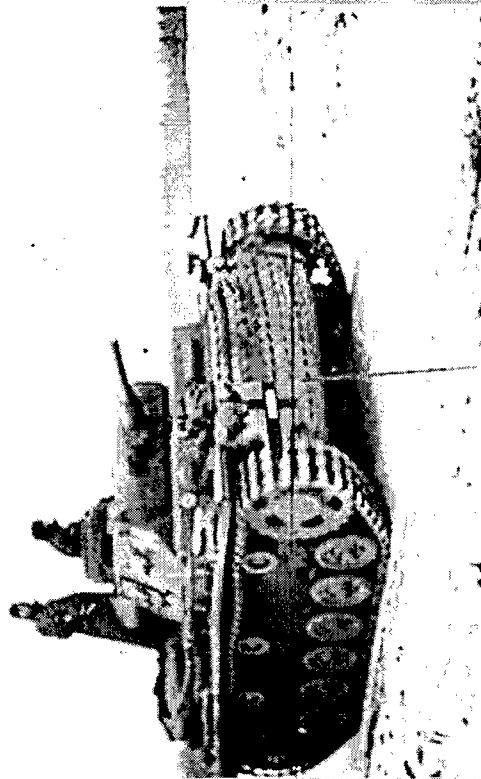
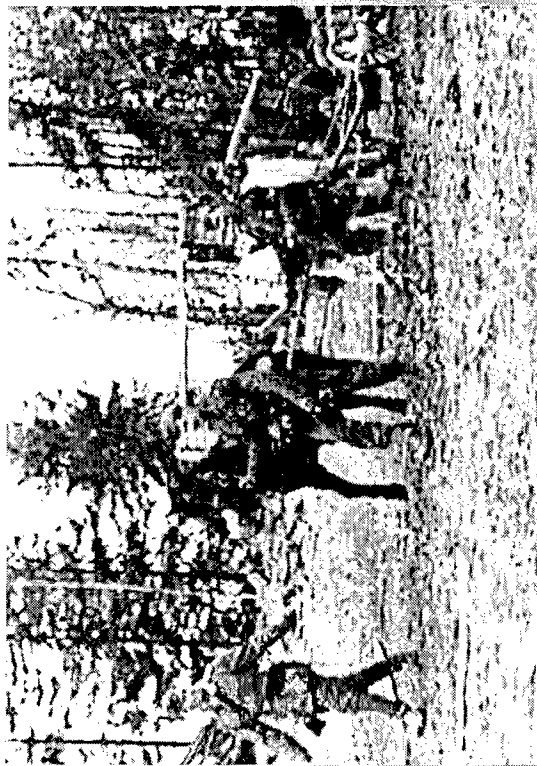
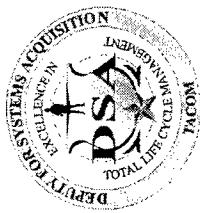
29 Sep 98

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Problem Statement



As the U.S. Army Enters the 21st Century and the Army After Next we are facing the Same Problems the Germans Faced as They Entered WWII

29 Sep 98

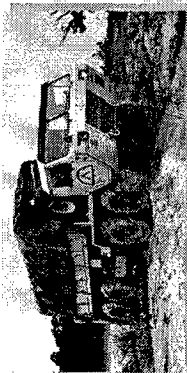
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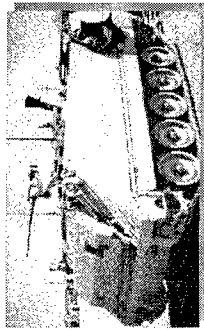
DSA TACOM Programs



36,000+ Tractors
13,000+ HEMTTs
2,900+ PLS
2,100+ Bridges
1,600+ HETs



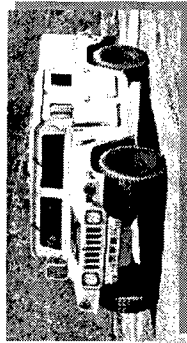
70,000+ M113 FOV



1000+ 120MM
900+ 81MM
700+ 60MM



100,000+ HMMWV
700+ HMT



Extremely Diverse Span of Control



9800+ MK19s
600,000+ M16s
1900+ M240
44,000+ M249
40,000+ M4



313+ Marine Systems
1,500+ Rail Cars
800+ Miles of Pipeline
1,200+ Containers

900+ Paladin
900+ FAASV



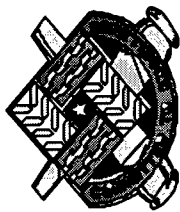
Wolverine 460+
Grizzly 360+
HERCULES 100+

2800+ LAV (With FMS)

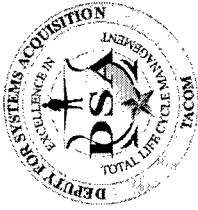


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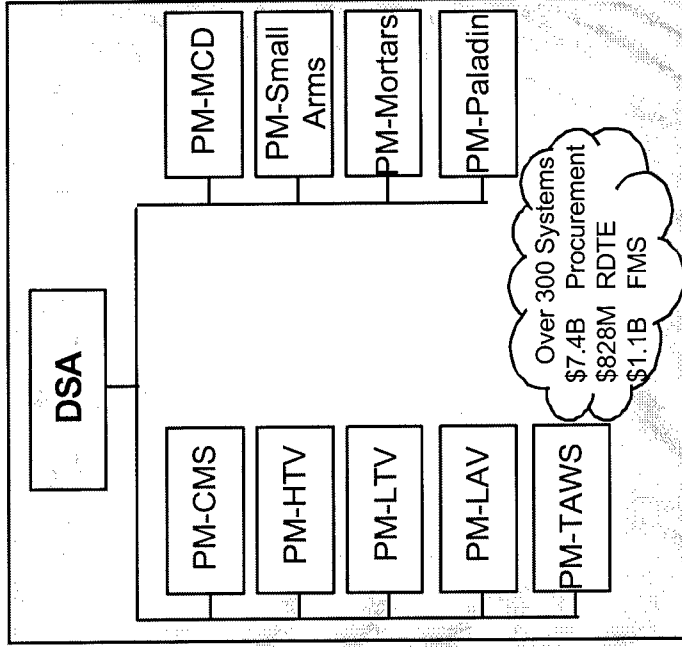
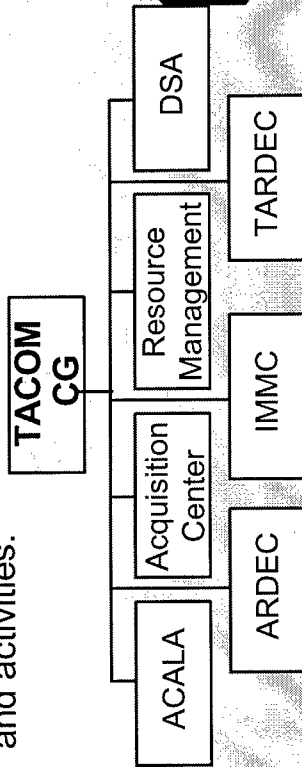
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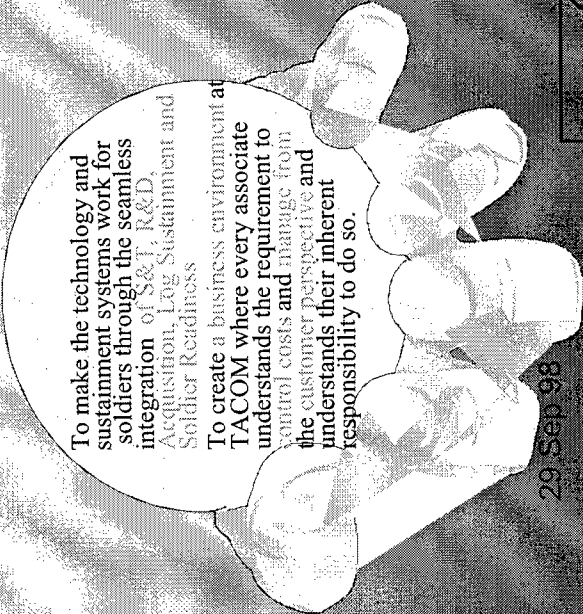
Where We Fit in the Tank-automotive & Armaments Command (TACOM)



The **MISSION** of TACOM is to research, develop, field and support mobility, armament, munitions, and chemical systems and materiel through their total life cycle and exercise command and control for assigned installations and activities.



Over 300 Systems
\$7.4B Procurement
\$828M RDTE
\$1.1B FMS



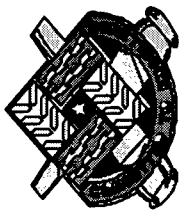
To make the technology and sustainment systems work for soldiers through the seamless integration of S&T, R&D, Acquisition, Log Sustainment and Soldier Readiness
To create a business environment at TACOM where every associate understands the requirement to control costs and manage from the customer perspective and understands their inherent responsibility to do so.

The **MAJOR FUNCTIONS** of TACOM are to—

- Plan and Manage Research, Design, Development, Production Engineering, Follow-On Engineering and Product Assurance and Test Activities
- Plan and Direct Technology Base Activities
- Provide Long-Range Ground Vehicle Fleet Planning
- Serve as the Link Between the Army and Commercial Sector Sources
- Perform Life-Cycle Engineering

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TACOM

Warren
Warren/Picatinny
Picatinny
NCAD

OFFICE OF DEPUTY FOR
SYSTEMS ACQUISITION

ASSIST DSA
EXEC OFFICER
BUSINESS MGR
PROCUREMENT SPEC
EXEC SECY



PM Heavy
Tactical
Vehicles

PM Light
Armored
Vehicle (USMC)

Mines,
Intermine
and
Explosives

PM
Small
Arms

PM
HERCULES

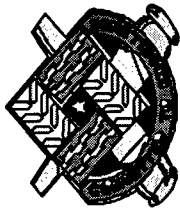
* Kuwait Armor
* Saudi Armor

Over 300 Systems
4B Procurement
\$828M RDTE
\$1.1B FMS

* PM TAWS TDA; OPCON TO PEO GCSS
** DSA TDA; OPCON TO PM PWL
*** OPCON TO PM-CMS

29 Sep 98

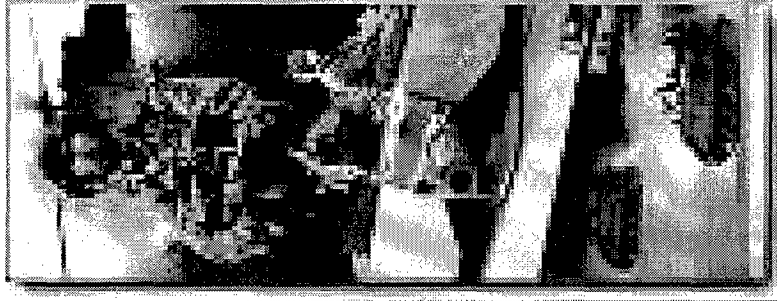
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The Future of the TACOM DSA



- The TACOM DSA is an Evolving Organization
- There will be More Force Structure Cuts to TACOM and the DSA in the Future



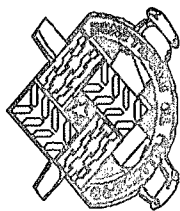
- We are Working our Organizational Structure now to Meet our Customers Needs and Absorbs These Cuts

**Key Issue:
Life Cycle Mgt**

- There are Very few new Systems
 - TACOM DSA is Mostly Legacy Systems That will Remain in Inventory a Long Time
 - These Systems Need Support & Modernization to Meet the Needs of a Changing Army

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We Need Industry's Help

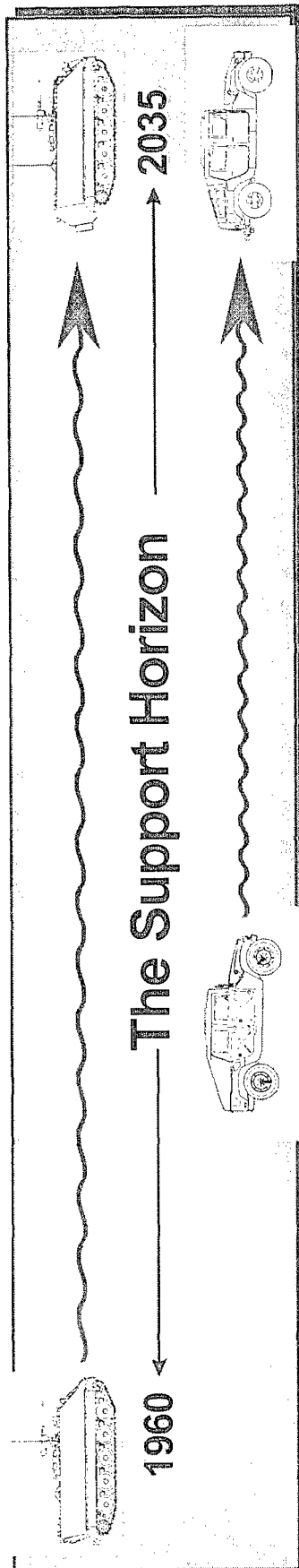


Extend the
Life of Legacy
Systems

Increase
Reliability in
Aging Fleets

Reduce Logistics
Requirements
of our Systems

Y2K



Meet
Requirements
of Information
Age Army

Reduce System
Manpower
Requirements

Leverage the
Commercial
Sector

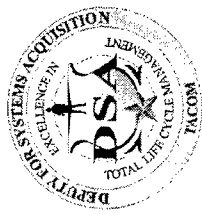
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On Going Programs

- MTS
- Wireless TOC
- Combatt
- ABS Braking Systems
- Engine Improvements
- Paperless PM
- Tire Pressure Monitoring System



WRAP:

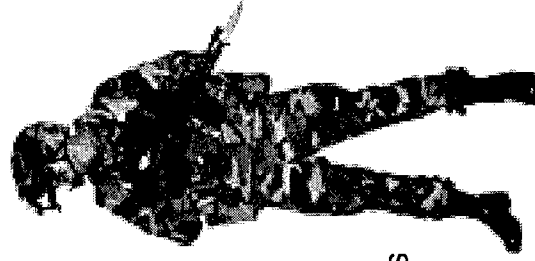
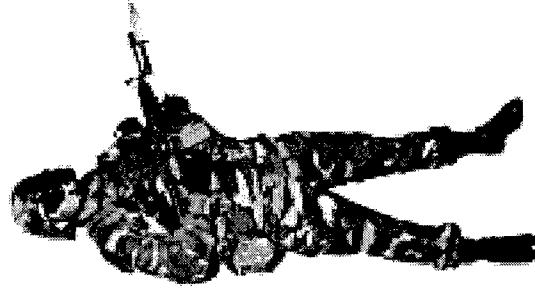
- GATOR

SBIR:

- TACOM Personnel Heater
- Filterless Heat Exchanger (M109)

ACT II:

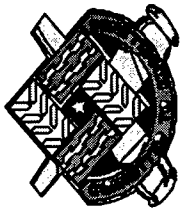
- Hands Free Wireless Communications
- Ladar Targeting System



We Need More Programs Like These

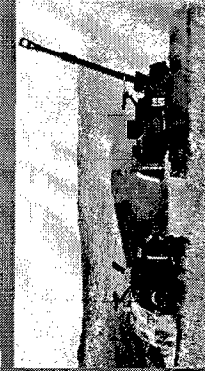
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Known Business Opportunities

- PM-LTV
 - HMMWV Hybrid Remanufacturing
- PM-LAV
 - System Life Extension Program
- PM-TAWS
 - Trailers
 - Combat Support
 - M113
 - Construction Equipment
 - Petroleum & Water Transportation Systems
- PM-Paladin/FAASV
 - 50 to 300 Future FMS Business
 - Fleet Planning
- PM-HTV
 - Reengineering of Installation Maintenance Processes
 - Improve Process of Shipping Vehicles to Soldiers



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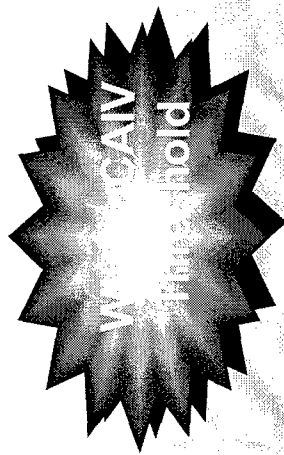
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Known Business Opportunities

PM-LTV

HMMWV Hybrid-Remanufacturing



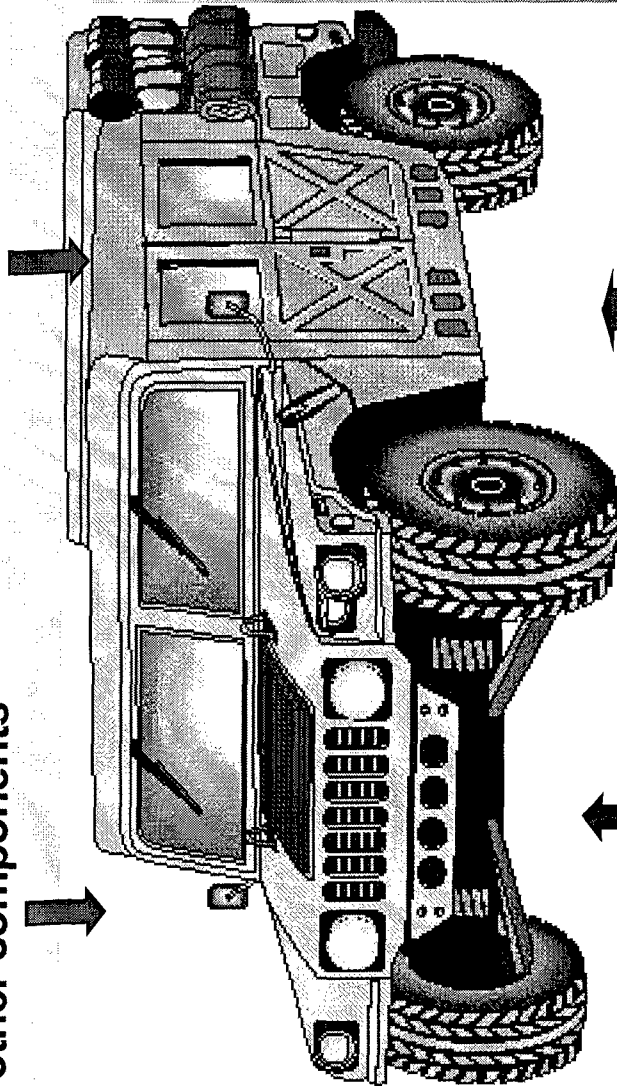
Improve power
capability

Upgrade O & S
cost drivers

Apply tech insertion
Components

Inspect & Repair
Only As Necessary
other components

Apply open
MWOs

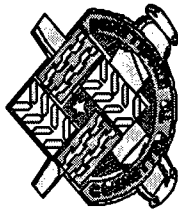


Meet legislative
requirements

Accommodations for
ballistic protection capability

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Known Business Opportunities

PM-PALADIN/FAASV

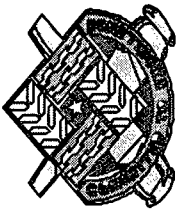
M109 FOV Fleet Management IS

An Army Pilot Program to:

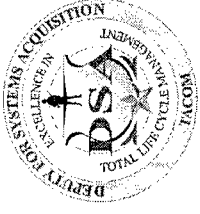
- Provide Logistics Support Management of a Legacy Weapon System to Worldwide Operational Customers
- Streamline the Logistics System to Support the Revolution in Military Logistics and the Revolution in Military Affairs
- Significantly Reduce Overall Life-Cycle Sustainment Cost Through Maximum Contractor Participation
- Establish a Single Focal Point Through Competition for M109 FOV Life Cycle Sustainment Support
- Support Customers During War, MOOTW, Peace and Training Exercises
- Incorporate Innovative and Efficient Business Practices and New

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Technology

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M109 FOV Fleet Management IS (Cont'd)

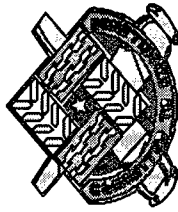


An Army Pilot Program to:

- Streamline Unit/Installation Financial Business Accounting, Payment, and Reporting Processes
- Improve Logistics Response Time to Satisfy the Needs of the Soldier in the Field
- Improve Reliability of the M109 FOV and Enhance Operational Readiness
- Establish and Maintain an Information Environment, Including Diagnostics, and Enhanced Training
- Divest the Government of M109 Unique Parts Inventory

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M109 FOV Fleet Management IS NOT

A Sole Source Contract

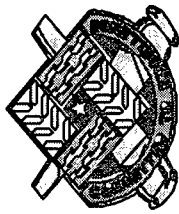
A Replacement for Organic or Depot Level Maintenance

A Replacement for Inherently Governmental Functions

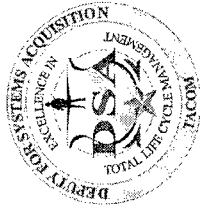
Maintaining Current Government Inventory of M109 Unique Parts

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M109 FOV Fleet Management



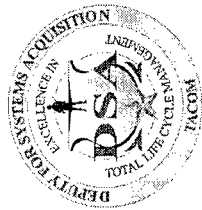
Purpose of the Draft Request for Proposal (RFP):

■ Solicit Industry Comments:

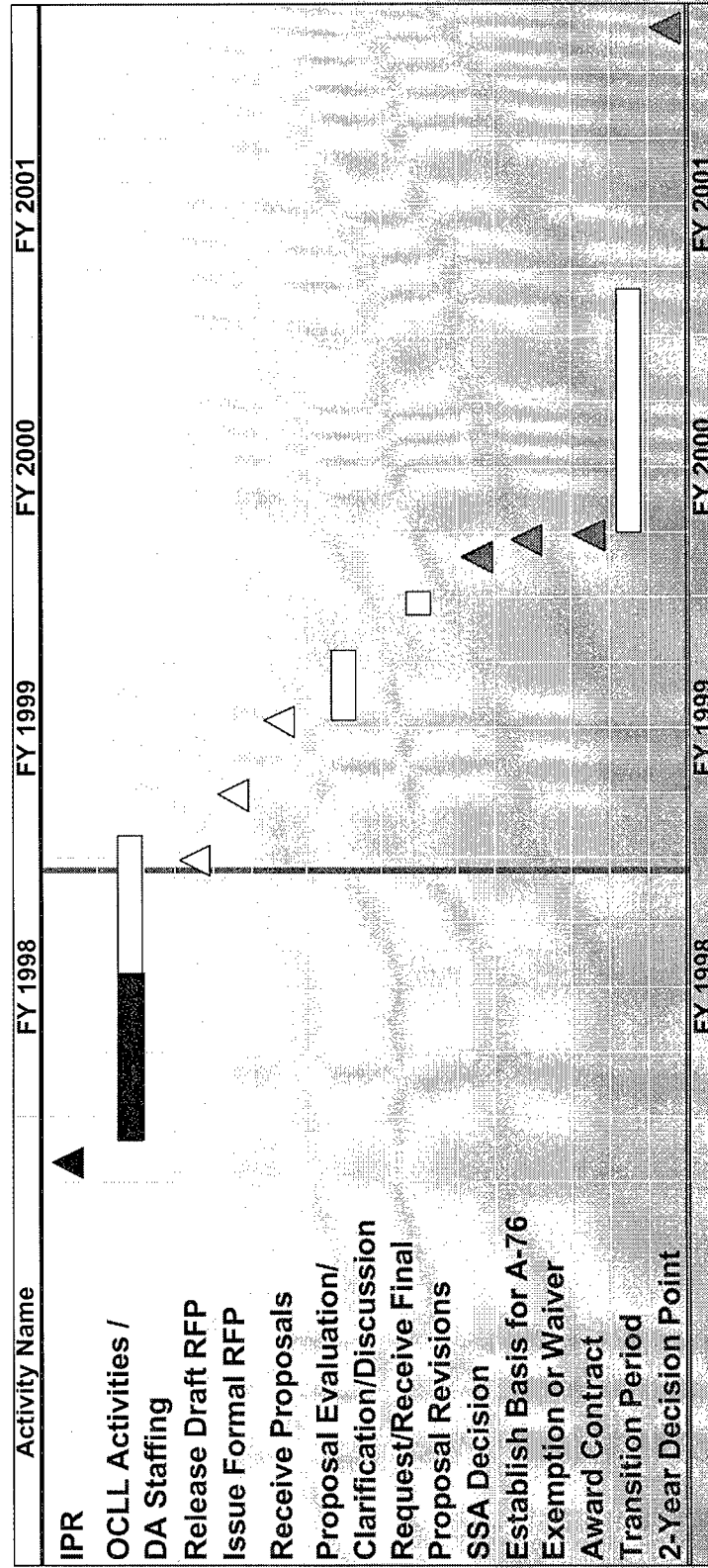
- Interest
 - Feasibility
 - Innovative Ideas
 - Proposed Resolutions to Program Issues
 - Refinements to Formal RFP
- Provide a Read-ahead to Small Businesses for Potential Subcontracting Efforts

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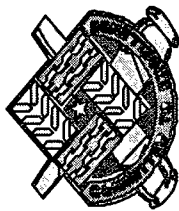


M109 FOV Fleet Management Schedule

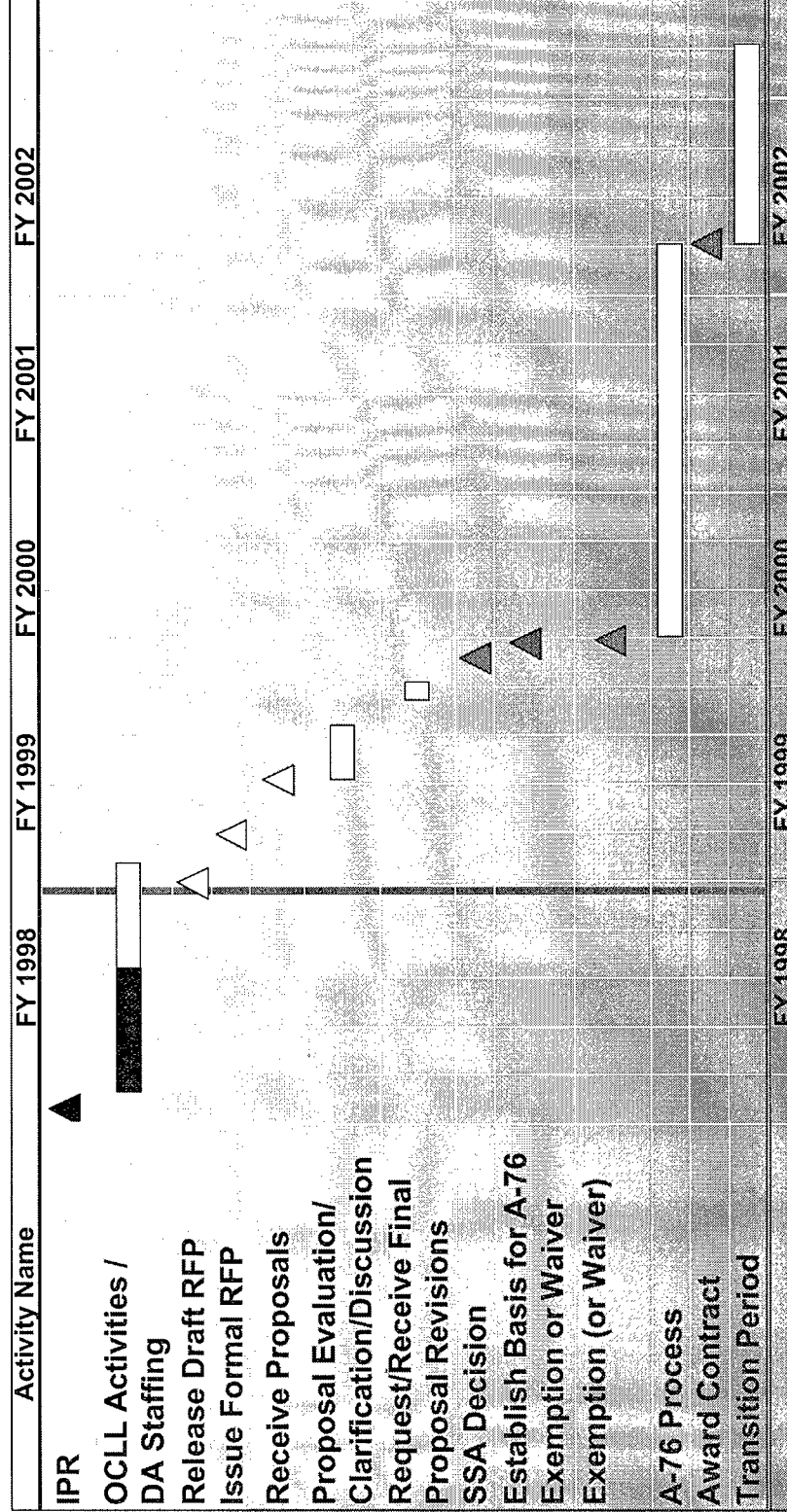
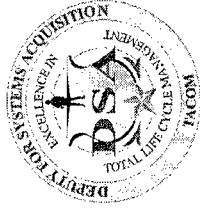


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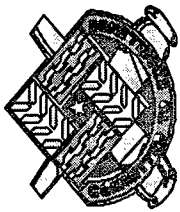


M109 FOV Fleet Management Schedule (With A-76 Process)



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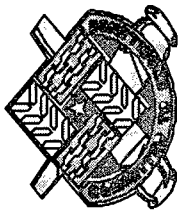
Known Business Opportunities

PM-HTV

- Advanced Tactical Fire Truck (FY99)
- Bridge Adapter Pallet (FY99)
- HET Tractor and Semitrailer (FY00)
- PLS Trailer (FY00)
- Improved Ribbon Bridge (FY00)
- PLS CROP Flatrack (FY01)
- HEMTT Production / ESP (FY02)

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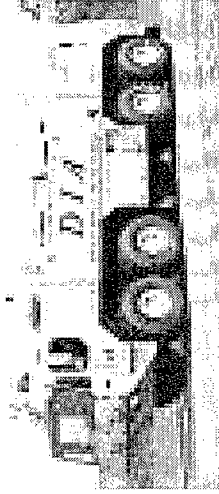
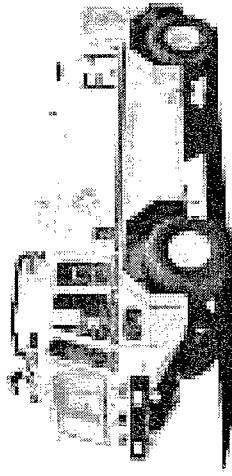


Advanced Tactical Fire Truck



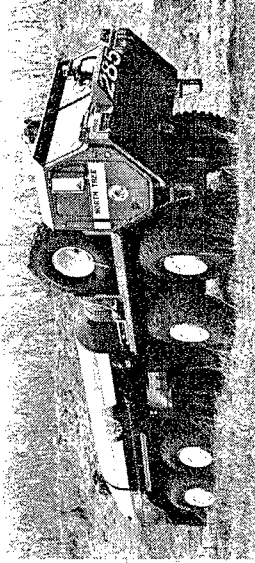
Primary Mission

- Deployable System to Fight Aircraft Crash and Brush Fires and Support Ammunition Storage Areas in Theater



Characteristics

- Expanded Mobility
- C17 Transportable
- 1,000 Gallon Water Tank Capacity
- 1,000 GPM Pump
- Pump & Roll Capable
- 6 Person Crew Provisions



General Information

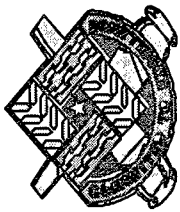
- HTV Designated PM: Nov 97
- Non-Developmental Item
- Required: 85

Acquisition Strategy

- Competitive Buy in FY99 (Award Mar 99)
- Five-Year Contract Planned
- Quantity: 25

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Bridge Adapter Pallet (BAP)



Primary Mission

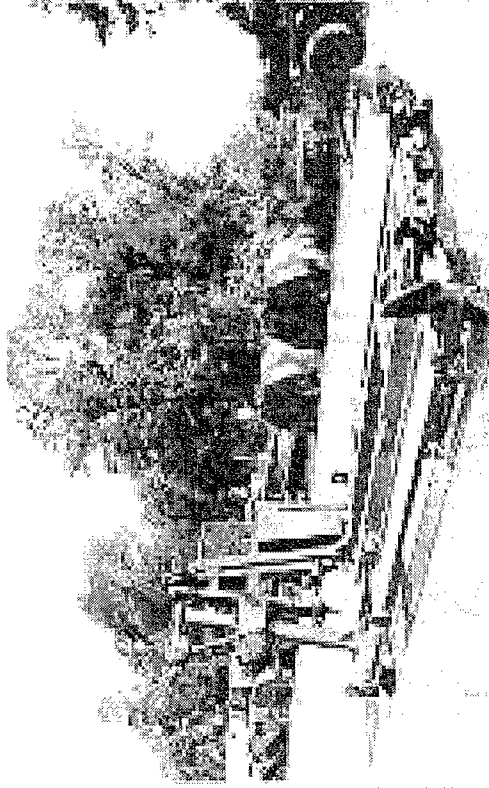
- Provides CBT with Capability to Launch, Retrieve and Transport Float Bridge Bays
- Provides PLS Style Vehicles with Capability to Transport Float Bridge Bays

Characteristics

- PLS Compatible
- Transloadable to/from the M1076 PLS Trailer
- Hydraulic, Two-Speed Winch w/Remote Control
- Rail Transportable w/Bridge Bays

General Information

- Manufactured by: Combined Bridge Team (Oshkosh Truck and VSE)
- Requirement: 1,138
- Procurement: 214

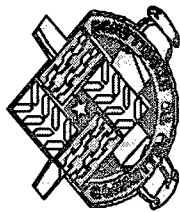


Acquisition Strategy

- Competitive Reprourement in FY99
- Single Year Buy with Two Option Years
- Quantity: 138 (Including Option)
- Industry Day Held at Ft. Belvoir 15-16 Oct

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Heavy Equipment Transporter System

M1070 Truck, Tractor

Primary Mission

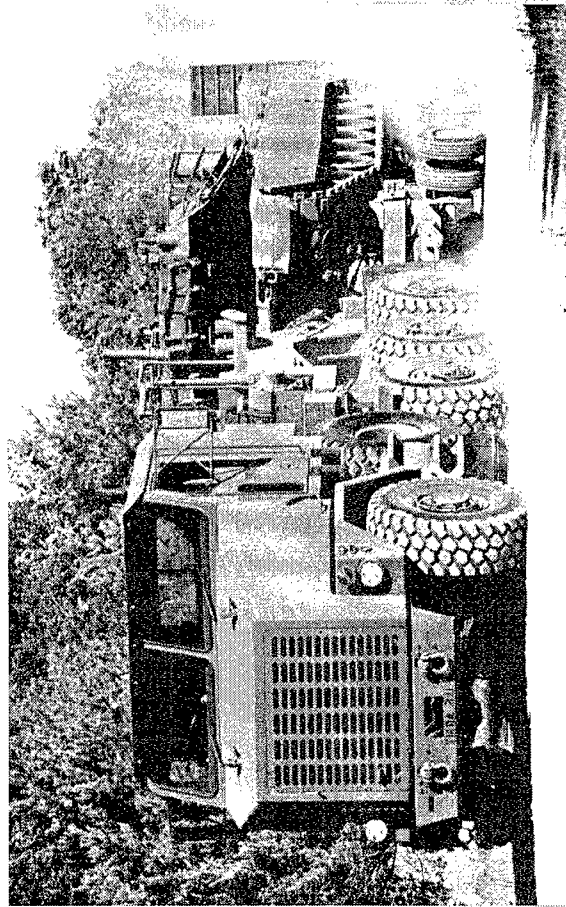
- Transportation and Evacuation of M1 Family of Main Battle Tanks

Characteristics

- Curb Weight: 41,000 lbs
- GVW: 90,000 lbs
- 8X8 Configuration
- 500 HP Diesel Engine
- CTIS
- Max Speed: 55 mph
- 15% Grade at GCVW
- 6 Man Cab

General Information

- Current Manufacturer: Oshkosh Truck
- Procurement (thru FY99): 1,958

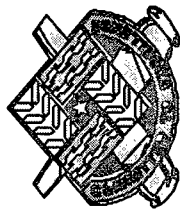


Acquisition Strategy

- Competitive Reprourement in FY00
- 5-Year Multiyear Contract
- 160-180 Units Per Year
- Possible Truck/Trailer System Buy

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Heavy Equipment Transporter System

M1000 Semitrailer

Primary Mission

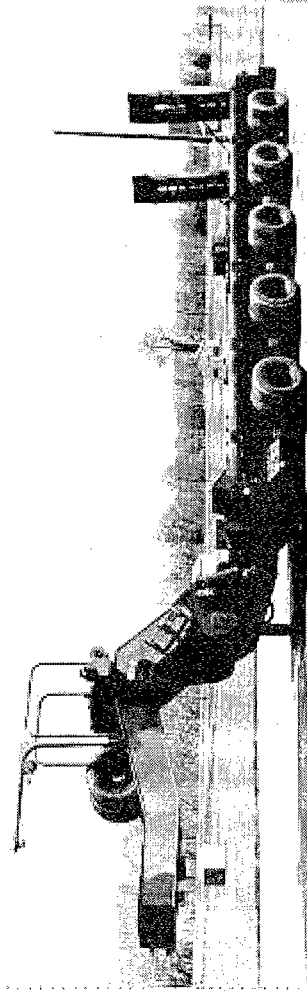
- Transportation and Evacuation of M1 Family of Main Battle Tanks

Characteristics

- Curb Weight: 50,000 lbs
- Payload: 70 ton
- Automatically Steerable Axles
- Load Leveling Hydraulic Suspension
- Load Compensating Gooseneck

General Information

- Manufactured by: SEI, Inc., St. Louis, MO
- Procurement (thru FY99): 1,978

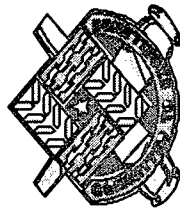


Acquisition Strategy

- Competitive Reprourement in FY00
- 5-Year Multiyear Contract
- 160-180 Units Per Year
- Possible Truck/Trailer System Buy

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Palletized Load System (PLS)



M1076 Trailer

Primary Mission

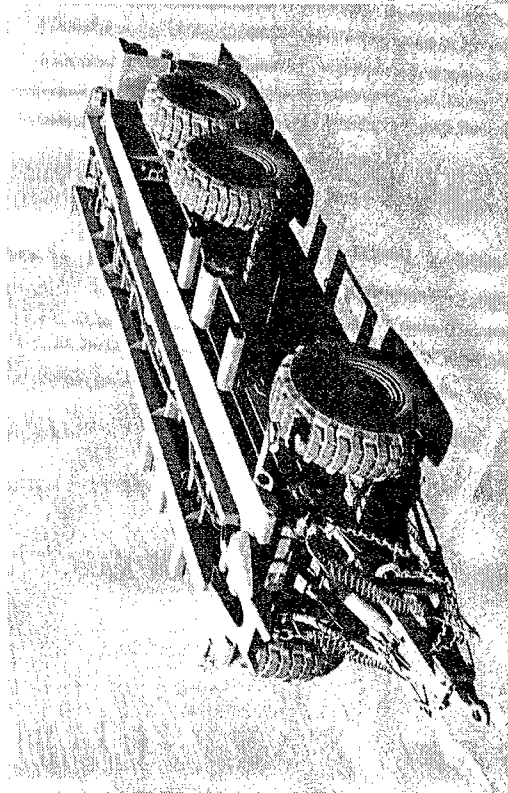
- Rapid Movement of Combat Configured Loads of Ammo
- Carry and Operate Engineering Mission Modules
- Support and Carry ISO Containers Without Flatracks

Characteristics

- Curb Weight: 16,500 lbs
- Payload: 33,000 lbs
- 12 & 24 Volt System

General Information

- Manufactured by:
Oshkosh Truck Corporation
Trailer Division, Bradenton, FL
- Procured: 1,788

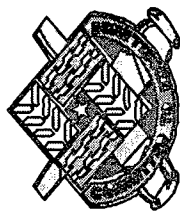


Acquisition Strategy

- Competitive Reprourement in FY00 (Award Nov 99)
- 5-Year Contract Planned
- Quantity: 600

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Improved Ribbon Bridge

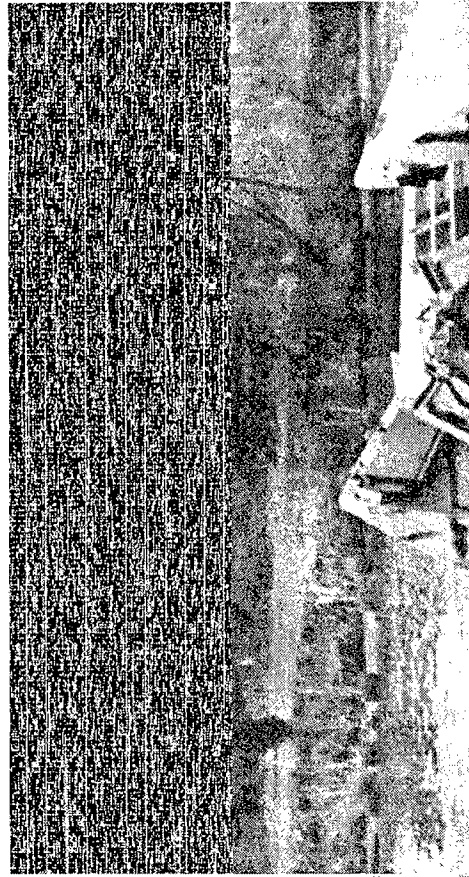


Primary Mission

- Cross Non-Fordable Wet Gaps MLC 70 (Tracked) and MLC 96 (Wheeled) up to 8 ft. Per Second.

Characteristics

- Floating Modular Bridge or Raft Consisting of 2 Ramp Bays and Required Number of Interior Bays
- Provides Crossing Capability of Loads up to MLC 70 Over Non-Fordable Wet Gaps with Stream Velocities up to 8 ft. per Second
- Accommodates 2 Meter Bank Heights
- Bays Filled with Positive Buoyancy Material to Reduce Vulnerability to Small Arms Fire

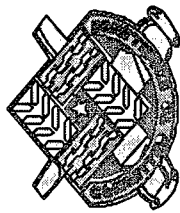


Acquisition Strategy

- Competitive Buy in FY00
- Industry Day Held at Ft. Belvoir 15-16 Oct
- Planned Acquisition Quantity:
 - 216 Interior Bays
 - 93 Ramp Bays
- Five-Year Contract Planned

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Known Business Opportunities PM-TAWS

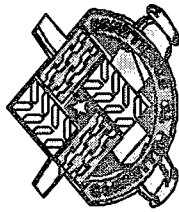


Trailer Management Office

ITEM DESCRIPTION	QTY	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
• <u>FY99</u>				
• M129A4 12 Ton Semitrailer				
• Van Cargo	33 ea	Competitive	NA	Nov-98 DO
• M871A3 22 1/2 Ton Flatbed				
• Semi Trailer	77 ea	Competitive	NA	Nov-98 DO
• M969A3 5000 Gallon Fuel Tanker				
• Semitrailer - Auto Loading	40 ea	Sole Source	NA	Dec-98 OPT
• M1062A1 9200+ Gallon Fuel Tanker	127 ea	Competitive	Nov-98	Mar-99
• M870A2 40 Ton Lowbed Semitrailer	45 ea	Competitive	NA	Mar-99 DO
• Trailer Systems Technical Support	NA	Sole Source	NA	Jan-99 OPT
• M200A1 Trailer	700 ea	Competitive	Aug-98	Dec-98
• Containerized Kitchen Trailer	77 ea	Competitive	Oct-98	Jan-99
• M116A3 Trailer	934 ea	Competitive	Oct-98	Feb-99

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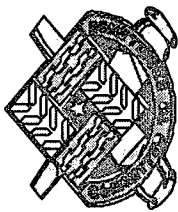


Trailer Management Office (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY00			
•M129A4 12 Ton Semitrailer			
• Van Cargo	72ea	Competitive	NA Jan-00 DO
•M871A3 22 1/2 Ton Flatbed			
• Semitrailer	243ea	Competitive	NA Jan-00 DO
•M969A3 5000 Gallon Fuel Tanker			
• Semitrailer - Auto Loading	39 ea	Competitive	NA Dec-99 DO
•M967A2 5000 Gallon Fuel Tanker			
• Semitrailer - Self Loading	253 ea	Competitive	NA Dec-99 DO
•M1062A1 7500 Gallon Fuel Tanker	64 ea	Competitive	NA Feb-00 DO
•M870A2 40 Ton Lowbed Semitrailer	26 ea	Competitive	NA Jan-00 DO
•M200A1 Trailer	500 ea	Competitive	NA Dec-99 DO
•Containerized Kitchen Trailer	115 ea	Competitive	NA Jan-00 DO
•M116A3 Trailer	643 ea	Competitive	NA Feb-00 DO

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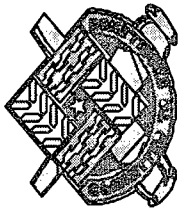


Trailer Management Office (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY01			
M129A4 12 Ton Semitrailer			
Van Cargo	71 ea	Competitive	NA Jan-01 DO
M871A3 22 1/2 Ton Flatbed			
Semitrailer	475 ea	Competitive	NA Jan-01 DO
M969A3 5000 Gallon Fuel Tanker			
Semitrailer - Auto Loading	30 ea	Competitive	NA Dec-00 DO
M967A2 5000 Gallon Fuel Tanker			
Semitrailer - Self Loading	341 ea	Competitive	NA Dec-00 DO
M1062A1 9200+ Gallon Fuel Tanker	385 ea	Competitive	NA Oct-00 DO
M870A2 40 Ton Lowbed Semitrailer	26 ea	Competitive	NA Jan-01 DO
M200A1 Trailer	600 ea	Competitive	NA Dec-00 DO
Containerized Kitchen Trailer	236 ea	Competitive	NA Jan-01 DO
M116A3 Trailer	472 ea	Competitive	NA Feb-01 DO

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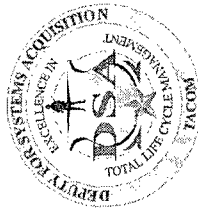
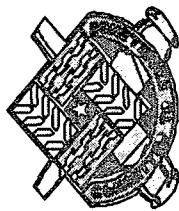


Trailer Management Office (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY02			
M129A4 12 Ton Semitrailer			
Van Cargo	Competitive	NA	Jan-02 DO
M871A3 22 1/2 Ton Flatbed			
Semitrailer	Competitive	NA	Jan-02 DO
M969A3 5000 Gallon Fuel Tanker			
Semitrailer - Auto Loading	Competitive	NA	Dec-01 DO
M967A2 5000 Gallon Fuel Tanker			
Semitrailer - Self Loading	Competitive	NA	Dec-01 DO
M1062A1 9200+ Gallon Fuel Tanker			
M870A2 40 Ton Lowbed Semitrailer	Competitive	NA	Oct-01 DO
M200A1 Trailer	Competitive	NA	Jan-02 DO
Containerized Kitchen Trailer	Competitive	NA	Dec-01 DO
M116A3 Trailer	Competitive	NA	Jan-02 DO
	Competitive	NA	Feb-02 DO

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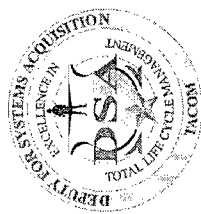
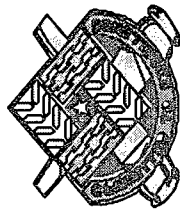


Trailer Management Office (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY03			
•M129A4 12 Ton Semitrailer	111 ea Competitive	NA	Jan-03 DO
• Van Cargo			
•M871A3 22 1/2 Ton Flatbed	379 ea Competitive	NA	Jan-03 DO
• Semitrailer			
•M969A3 5000 Gallon Fuel Tanker	77 ea	NA	Dec-02 DO
• Semitrailer - Auto Loading	Competitive		
•M967A2 5000 Gallon Fuel Tanker	446 ea	NA	Dec-02 DO
• Semitrailer - Self Loading	748 ea	NA	Oct-02 DO
•M1062A1 9200+ Gallon Fuel Tanker	24 ea	NA	Jan-03 DO
•M870A2 40 Ton Lowbed Semitrailer	TBD	NA	Dec-02 DO
•M200A1 Trailer	195 ea	NA	Jan-03 DO
•Containerized Kitchen Trailer	TBD	NA	Feb-03 DO
•M116A3 Trailer			

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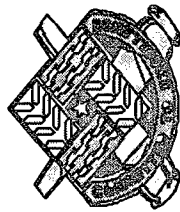


Combat Support Management Office

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY99			
M915A3 Truck Tractor, Line Haul	440 ea	NA	Jan-99 OPT
M917A1 Dump Truck	66 ea	NA	Dec-98 OPT
M915A4 Truck Tractor, Line Haul, Upgrade	124 ea	NA	Jan-99 DO
M878 Yard Tractor	57 ea	NA	Dec-98 DO
M939 Anti-Lock Brake System	NA	NA	Jan-99 TO
FY00			
M915A3 Truck Tractor, Line Haul	338 ea	NA	Jan-00 OPT
M915A5 Truck Tractor, Line Haul	6 ea	Dec-99	Mar-00
M917A1 Dump Truck	59 ea	NA	Dec-99 OPT
M917A1 Dump Truck	5 ea	Dec-99	Mar-00
M915A4 Truck Tractor, Line Haul, Upgrade	120 ea	NA	Jan-00 DO
M878 Yard Tractor	24 ea	NA	Dec-99 DO
M939 Anti-Lock Brake System	NA	NA	Jan-00 TO

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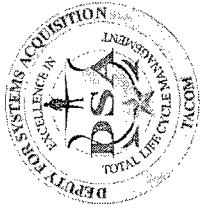
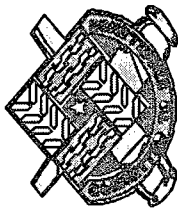


Combat Support Management Office (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY01			
M915A5 Truck Tractor, Line Haul	235 ea	NA	Mar-01 DO
M917A1 Dump Truck	60 ea	NA	Jun-01 DO
M915A4 Truck Tractor, Line Haul, Upgrade	370 ea	NA	Jan-01 DO
M878 Yard Tractor	59 ea	NA	Dec-00 DO
M939 Anti-Lock Brake System	NA	NA	Jan-01 TO
FY02			
M915A5 Truck Tractor, Line Haul	530 ea	NA	Mar-02 DO
M916A2 Truck Tractor, Light Equipment Transporter	71 ea	NA	Mar-02 DO
M917A1 Dump Truck	95 ea	NA	Jun-02 DO
M915A4 Truck Tractor, Line Haul, Upgrade	370 ea	NA	Jan-02 DO
M878 Yard Tractor	58 ea	NA	Dec-01 DO
M939 Anti-Lock Brake System	NA	NA	Jan-02 TO

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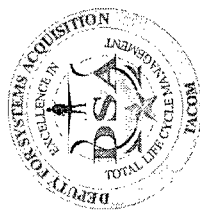
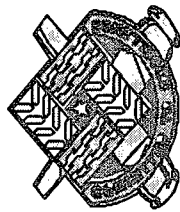


Combat Support Management Office (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY03			
M915A5 Truck Tractor, Line Haul	Competitive	NA	Mar-03 DO
M916A2 Truck Tractor, Light Equipment Transporter	Competitive	NA	Mar-03 DO
M917A1 Dump Truck	Competitive	NA	Jun-03 DO
M915A4 Truck Tractor, Line Haul, Upgrade	Competitive	NA	Jan-99 DO
M878 Yard Tractor	Competitive	NA	Dec-98 DO
M939 Anti-Lock Brake System	Competitive	NA	Jan-03 TO

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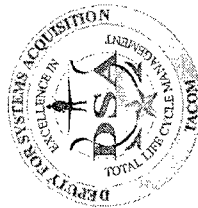
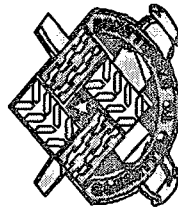


Product Manager M113

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY99			
M113 System Technical Support	NA	NA	Mar-99 OPT
M113 Conversion	143 ea	NA	Nov-98 OPT
Transmission	143 ea	NA	Mar-99 OPT
Engines	141 ea	Nov-98	Mar-99
Regulator	204 ea	Nov-98	Mar-99
200 AMP Alternator	204 ea	Nov-98	Mar-99
External Fuel Tank	104 ea	Nov-98	Mar-99
Spall	40 ea	Nov-98	Mar-99
Armor Mounting Kit	40 ea	Nov-98	Mar-99
444 NATO	100 ea	Nov-98	Mar-99
Hatch Adapter	174 ea	Nov-98	Mar-99

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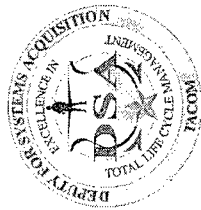
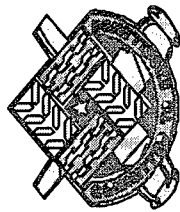


Product Manager M113 (Cont.)

ITEM DESCRIPTION FY00	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
M113 System Technical Support	NA	NA	Dec-99 OPT
M113 Conversion	176 ea	NA	Nov-99 TO
Transmission	202 ea	Aug-98	Nov-99
Engines	141 ea	Aug-98	Nov-99
A3 Conversion Kits	94 ea	Aug-98	Nov-99
Regulator	202 ea	Aug-98	Nov-99
200 AMP Alternator	202 ea	Aug-98	Nov-99
External Fuel Tank	95 ea	Aug-98	Nov-99
Auxiliary Power Unit	107 ea	Aug-98	Nov-99
Tie Down	392 ea	Aug-98	Nov-99
Spall	27 ea	Aug-98	Nov-99
Armor Mounting Kit	27 ea	Aug-98	Nov-99
444 NATO	107 ea	Aug-98	Nov-99
Hatch Adapter	162 ea	Aug-98	Nov-99
476 NATO	95 ea	Aug-98	Nov-99
M1068 Conversion Kits	266 ea	Jul-98	Nov-99
		Feb-00	

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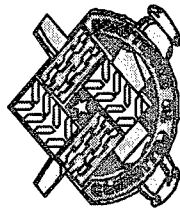


Product Manager M113 (Cont.)

ITEM DESCRIPTION FY01	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
M113 System Technical Support	Competitive	NA	Mar-01 TO
M113 Conversion	Competitive	NA	Nov-00 TO
Transmission	Competitive	Jun-00	Oct-00 TO
Engines	Competitive	Jun-00	Oct-00 TO
A3 Conversion Kits	Competitive	Jun-00	Oct-00 TO
Regulator	Competitive	Jun-00	Oct-00 TO
200 AMP Alternator	Competitive	Jun-00	Oct-00 TO
External Fuel Tank	Competitive	Jun-00	Oct-00 TO
Auxiliary Power Unit	Competitive	Jun-00	Oct-00 TO
Tie Down	Competitive	Jun-00	Oct-00 TO
Spall	Competitive	Jun-00	Oct-00 TO
Armor Mounting Kit	Competitive	Jun-00	Oct-00 TO
444 NATO	Competitive	Jun-00	Oct-00 TO
Hatch Adapter	Competitive	Jun-00	Oct-00 TO
476 NATO	Competitive	Jun-00	Oct-00 TO
M1068 Conversion Kits	Competitive	Jun-00	Oct-00 TO

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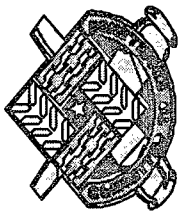


Product Manager M113 (Cont.)

ITEM DESCRIPTION FY02		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
M113 System Technical Support	NA	Competitive	NA	Mar-02 TO
M113 Conversion	166 ea	Competitive	NA	Nov-01 TO
Transmission	35 ea	Competitive	Jun-01	Oct-01 TO
Engines	35 ea	Competitive	Jun-01	Oct-01 TO
A3 Conversion Kits	32 ea	Competitive	Jun-01	Oct-01 TO
Regulator	208 ea	Competitive	Jun-01	Oct-01 TO
200 AMP Alternator	32 ea	Competitive	Jun-01	Oct-01 TO
External Fuel Tank	32 ea	Competitive	Jun-01	Oct-01 TO
Auxiliary Power Unit	3 ea	Competitive	Jun-01	Oct-01 TO
Tie Down	392 ea	Competitive	Jun-01	Oct-01 TO
Spall	32 ea	Competitive	Jun-01	Oct-01 TO
Armor Mounting Kit	32 ea	Competitive	Jun-01	Oct-01 TO
444 NATO	3 ea	Competitive	Jun-01	Oct-01 TO
Hatch Adapter	35 ea	Competitive	Jun-01	Oct-01 TO
476 NATO	32 ea	Competitive	Jun-01	Oct-01 TO
M1068 Conversion Kits	3 ea	Competitive	Jun-01	Oct-01 TO

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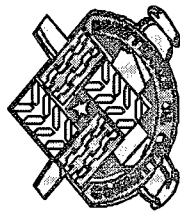


Product Manager M113 (Cont.)

ITEM DESCRIPTION FY03	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
M113 System Technical Support	Competitive	NA	Mar-02 TO
M113 Conversion	Competitive	NA	Nov-01 TO

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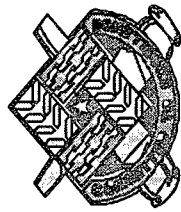


Product Manager Construction Equipment

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
<u>FY99</u> All Terrain Lifting Army System (ATLAS)	146 ea	NA	Dec-98
Rough Terrain Container Crane (RTTC)	28 ea	NA	Dec-98 Alpha
Rough Terrain Container Handler (RTCH)	45 ea	Aug-98	Dec-98 DO
Crushing, Screening & Washing Plant	2 ea	NA	Dec-98 DO
All Terrain Crane (ATEC)	47 ea	NA	Dec-98 DO
Deployable Universal Combat Earth Mover (DEUCE)	23 ea	NA	Dec-98 OPT
HYEX Type I	28 ea	NA	Mar-99 DO
HYEX Type II	2 ea	NA	Mar-99 DO
HYEX Type III	2 ea	NA	Mar-99 DO

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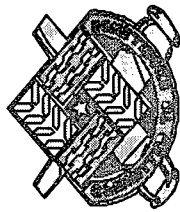


Product Manager Construction Equipment (Cont.)

<u>FY00</u>	<u>ITEM DESCRIPTION</u>	<u>TYPE PROCUREMENT</u>	<u>RFP DATE</u>	<u>TARGET AWARD</u>
	High Speed Compactor	Competitive	NA	Mar-00 DO
	All Terrain Lifting Army System (ATLAS)	Competitive	NA	Mar-00 DO
	Rough Terrain Container Crane (RTTC)	Sole Source	NA	Mar-00 OPT
	Rough Terrain Container Handler (RTCH)	Competitive	NA	Mar-00 DO
	Crushing, Screening & Washing Plant	Competitive	NA	Mar-00 DO
	All Terrain Crane (ATEC)	Competitive	NA	Mar-00 DO
	Deployable Universal Combat Earth Mover	Sole Source	NA	Mar-00 DO
	Heavy Engineer Crane	Competitive	NA	Mar-00 DO
	Yard Loader	Competitive	NA	Mar-00 DO
	HYEX Type I	Competitive	NA	Mar-00 DO
	HYEX Type II	Competitive	NA	Mar-00 DO
	HYEX Type III	Competitive	NA	Mar-00 DO
	Vibratory Roller	Competitive	NA	Mar-00 DO

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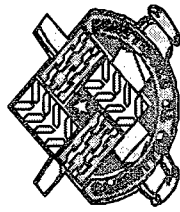


Product Manager Construction Equipment (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY01			
•All Terrain Lifting Army System			
• (ATLAS)	262 ea	NA	Mar-01 DO
•Rough Terrain Container Crane			
• (RTTC)	18 ea	NA	Mar-01 DO
•Rough Terrain Container Handler			
• (RTCH)	66 ea	NA	Mar-01 DO
•Crushing, Screening & Washing Plant	2 ea	NA	Mar-01 DO
•All Terrain Crane (ATEC)	48 ea	NA	Mar-01 DO
•Deployable Universal Combat			
• Earth Mover	36 ea	NA	Mar-01 DO
•Heavy Engineer Crane	6 ea	NA	Mar-01 DO
•Yard Loader	24 ea	NA	Mar-01 DO
•HYEX Type I	26 ea	NA	Mar-01 DO
•HYEX Type II	6 ea	NA	Mar-01 DO
•HYEX Type III	4 ea	NA	Mar-01 DO
•Vibratory Roller	77 ea	NA	Mar-01 DO

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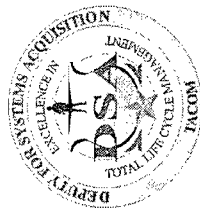
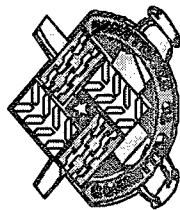


Product Manager Construction Equipment (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY02			
•All Terrain Lifting Army System			
• (ATLAS)	193 ea	NA	Mar-02 DO
•Rough Terrain Container Handler			
• (RTCH)	120 ea	NA	Mar-02 DO
•Crushing, Screening & Washing			
• Plant	4 ea	NA	Mar-02 DO
•All Terrain Crane (ATEC)	48 ea	NA	Mar-02 DO
•Heavy Engineer Crane	6 ea	NA	Mar-02 DO
•Yard Loader	41 ea	NA	Mar-02 DO
•HYEX Type I	33 ea	NA	Mar-02 DO
•HYEX Type II	1 ea	NA	Mar-02 DO
•HYEX Type III	1 ea	NA	Mar-02 DO

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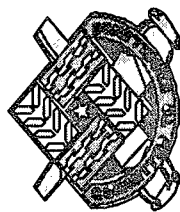


Product Manager Construction Equipment (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY03			
•HYEX			
•All Terrain Lifting Army System			
• (ATLAS)			
•Rough Terrain Container Handler			
• (RTCH)			
•Crushing, Screening & Washing			
• Plant			
•All Terrain Crane (ATEC)			
•Heavy Engineer Crane			
•Yard Loader			
•			

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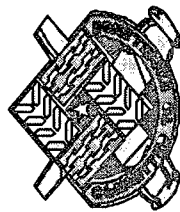
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Product Manager Petroleum and Water Systems

<u>FY99</u>	<u>ITEM DESCRIPTION</u>	<u>TYPE</u>	<u>RFP DATE</u>	<u>TARGET AWARD</u>
	10K Petroleum Tank	Competitive	NA	Feb-99 DO
	20K Petroleum Tank	Competitive	NA	Feb-99 DO
	50K Fuel Bags (Petroleum Tanks)	Competitive	NA	Jan-99 DO
	20K Water Tank	Competitive	NA	Jun-99 DO
	50K Water Tank	Competitive	NA	Jun-99 DO
	160 gal Water Tank	Competitive	TBD	Jun-99
	Petroleum Quality Analysis System	Competitive	Jan-99	May-99
	Reverse Osmosis Water			
	Purification Unit 3000 gph	Competitive	TBD	2Q99
	3K Onion Tank, Water	Competitive	Nov	1Q99
	Reverse Osmosis Water			
	Purification Unit 1500 gph	TBD	TBD	TBD
	Forward Area Water Point			
	Supply System	Competitive	Jan-99	Jun-99
	Fuel System Supply Point	Competitive	NA	Jun-99 DO
	Pump Assembly Regulated 350 gpm	Competitive	NA	Mar-99 DO

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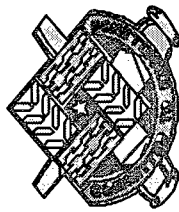


Product Manager Petroleum and Water Systems (Cont.)

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY99 (Cont.)				
4 Inch Hose Line Outfit	14 ea	Competitive	Jan-99	Jun-99
Pipe Cutting Tool Kit	3 ea	Competitive	NA	Mar-99 DO
Hoseline Outfit, Fuel Handling	18 ea	Competitive	Jan-99	Jun-99
Bulk Fuel Tank Assembly	78 ea	Competitive	NA	Dec-98 DO
Pipeline Connection Assembly	1 ea	Competitive	Jan-99	Jun-99
ISO Containers	245 ea	Competitive	Jan-99	Jun-99
Hypochlorination Unit 100 gpm	10 ea	Competitive	Jan-99	Jun-99
Pump Assembly, Water	10 ea	Competitive	Jan-99	Jun-99
Filter Separator Petroleum Pump	104 ea	Competitive	Jan-99	Jun-99
Tank, Liquid Dispersing 600 gallon	8 ea	Competitive	Jan-99	Jun-99
Fuel System Supply Point	27 ea	Competitive	Jan-99	Jun-99
Aviation Fuel Test Kit	16 ea	Competitive	Jan-99	Jun-99
Ground Fuel Test Kit	9 ea	Competitive	Jan-99	Jun-99

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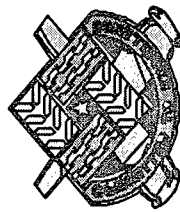


Product Manager Petroleum and Water Systems (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY00			
10K Petroleum Tank	Competitive	NA	Feb-00 DO
20K Petroleum Tank	Competitive	NA	Feb-00 DO
50K Petroleum Tank	Competitive	NA	Jan-00 DO
20K Water Tank	Competitive	NA	Jun-00 DO
50K Water Tank	Competitive	NA	Jun-00 DO
160 gal Tank	Competitive	NA	Jun-00 DO
Petroleum Quality Analysis System	Sole Source	Jun-00	Sep-00
Pump Assembly, Regulated			
350 gpm	Competitive	NA	Mar-00 DO
Pump Assembly, Unregulated			
350 gpm	Competitive	NA	Mar-00 DO
Forward Area Refuel Equipment	Competitive	Jan-00	Jun-00
Hoseline Outfit, Fuel Handling	Competitive	NA	Jun-00 DO
Advance Aviation Forward			
Refueling System	Competitive	Dec-99	Mar-00

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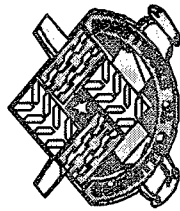


Product Manager Petroleum and Water Systems (Cont.)

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY00 (Cont.)				
•Tactical Water Distribution System	5 ea	Competitive	Dec-99	Apr-00
•Water Storage Distribution System	8 ea	Competitive	Dec-99	Apr-00
•Lightweight Water Purifier	52 ea	Competitive	Jan-00	May-00
•Bulk Fuel Tank Assembly	60 ea	Competitive	Jan-99	Jun-00
•Pipeline Connection Assembly	3 ea	Competitive	NA	Jun-00 DO
•ISO Containers	131 ea	Competitive	NA	Jun-00 DO
•Hypochlorination Unit 100 gpm	55 ea	Competitive	NA	Jun-00 DO
•Water Quality Analysis Set - Purification	94 ea	Competitive	Jan-99	Jun-00
•Pump Assembly, Tactical Water	17 ea	Competitive	NA	Jun-00 DO
•Lab Petroleum, Semitrailer Mounted	5 ea	Competitive	Jan-99	Jun-00
•Fuel System Supply Point	40 ea	Competitive	NA	Jun-00 DO
•Tank, Liquid Dispersing, 600 gal				
•Trailer Mounted	12 ea	Competitive	NA	Jun-00 DO
•Pipe Cutting Tool Kit	8 ea	Competitive	NA	Jun-00 DO

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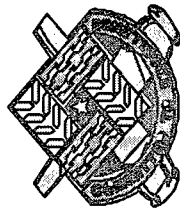


Product Manager Petroleum and Water Systems (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
•FY01			
•10K Petroleum Tank	300 ea	Competitive	Feb-01 DO
•20K Petroleum Tank	220 ea	Competitive	Feb-01 DO
•50K Fuel Bags (Petroleum Tanks)	242 ea	Competitive	Feb-01 DO
•20K Water Tank	36 ea	Competitive	Feb-01 DO
•50K Water Tank	95 ea	Competitive	Feb-01 DO
•160 gal Water Tank	80 ea	Competitive	Feb-01 DO
•Petroleum Quality Analysis System	1	Sole Source	Mar-01 OPT
•Pump Assembly,			
• Regulated 350 gpm	33 ea	Competitive	Mar-01 DO
•Pump Assembly,			
• Unregulated 350 gpm	177 ea	Competitive	Mar-01 DO
•Forward Area Refuel Equipment	25 ea	Competitive	Jun-01 DO
•Hoseline Outfit, Fuel Handling	26 ea	Competitive	Mar-01 DO
•Advance Aviation Forward			
• Refueling System	9 ea	Competitive	Mar-01 DO

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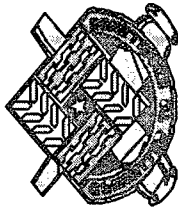


Product Manager Petroleum and Water Systems (Cont.)

ITEM DESCRIPTION		TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY01 (Cont.)				
Tactical Water Distribution System	5 ea	Competitive	NA	Mar-01 DO
Water Storage Distribution System	8 ea	Competitive	NA	Jun-01 DO
Lightweight Water Purifier	76 ea	Competitive	NA	Mar-01 DO
Bulk Fuel Tank Assembly	36 ea	Competitive	NA	Jun-01 DO
Pipeline Connection Assembly	3 ea	Competitive	NA	Jun-01 DO
ISO Containers	131 ea	Competitive	NA	Jun-01 DO
Forward Area Water Point Supply System	25 ea	Competitive	NA	Jun-01 DO
Hypochlorination Unit 100 gpm	25 ea	Competitive	NA	Jun-01 DO
Water Quality Analysis Set - Purification	49 ea	Competitive	NA	Jun-01 DO
Pump Assembly, Tactical Water	26 ea	Competitive	NA	Jun-01 DO
Lab Petroleum, Semitrailer Mounted	2 ea	Competitive	NA	Jun-01 DO
Fuel System Supply Point	53 ea	Competitive	NA	Jun-01 DO
Filter Separator, Liquid Fuel	25 ea	Competitive	NA	Mar-01 DO

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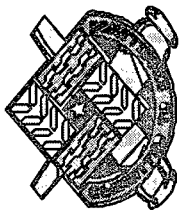


Product Manager Petroleum and Water Systems (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
• <u>FY01(Cont.)</u>			
• Tank, Liquid Dispensing, 600 gal			
• Trailer Mounted	Competitive	NA	Mar-01 DO
• Pipe Cutting Tool Kit	Competitive	NA	Mar-01 DO
• Aviation Fuel Testing Kit	Competitive	NA	Mar-01 DO
• Ground Fuel Test Kit	Competitive	NA	Mar-01 DO
• 3K Collapsible Water Tank	Competitive	NA	Jan-01 DO

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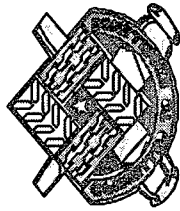


Product Manager Petroleum and Water Systems (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY02			
10K Petroleum Tank	Competitive	NA	Feb-02 DO
20K Petroleum Tank	Competitive	NA	Feb-02 DO
50K Fuel Bags (Petroleum Tanks)	Competitive	NA	Feb-02 DO
20K Water Tank	Competitive	NA	Feb-02 DO
50K Water Tank	Competitive	NA	Feb-02 DO
160 gal Water Tank	Competitive	NA	Feb-02 DO
Petroleum Quality Analysis System	Sole Source	NA	Mar-02 OPT
3K Water Tank	Competitive	NA	Mar-02 DO
Forward Area Refuel Equipment	Competitive	NA	Mar-02 DO
Hoseline Outfit, Fuel Handling	Competitive	NA	Mar-02 DO
Advance Aviation Forward	Competitive	NA	Mar-02 DO
Refueling System	Competitive	NA	Mar-02 DO
Tactical Water Distribution System	Competitive	NA	Mar-02 DO
Water Storage Distribution System	Competitive	NA	Mar-02 DO

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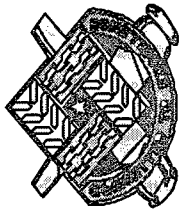


Product Manager Petroleum and Water Systems (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
FY02 (Cont.)			
Forward Area Water Point			
Supply System	45 ea	Competitive	NA
Hypochlorination Unit 100 gpm	12 ea	Competitive	NA
Water Drum, 500 gallon	164 ea	Competitive	NA
Bulk Fuel Tank Assembly	12 ea	Competitive	NA
Pump Assembly, Regulated			
350 gpm	30 ea	Competitive	NA
Pump Assembly, Unregulated			
350 gpm	131 ea	Competitive	NA
ISO Containers	36 ea	Competitive	NA
Lab Petroleum, Semitrailer Mounted	4 ea	Competitive	NA
Water Quality Analysis Set -			
Purification	10 ea	Competitive	NA
Aviation Fuel Testing Kit	42 ea	Competitive	NA
Ground Fuel Test Kit	18 ea	Competitive	NA

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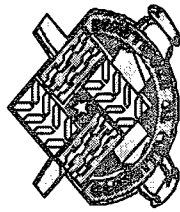


Product Manager Petroleum and Water Systems (Cont.)

<u>ITEM</u> <u>DESCRIPTION</u>	<u>TYPE</u> <u>PROCUREMENT</u>	<u>RFP</u> <u>DATE</u>	<u>TARGET</u> <u>AWARD</u>
<u>FY02 (Cont.)</u>			
Fuel System Supply Point	33 ea	Competitive	NA
Filter Separator, Liquid Fuel, 50 gpm	33 ea	Competitive	NA
Filter Separator, Liquid Fuel, 350 gpm	288 ea	Competitive	NA
Tank, Liquid Dispensing, 600 gal			Mar-02 DO
Trailer Mounted	343 ea	Competitive	NA
Tank Pump Unit, Truck Mounted	6 ea	Competitive	Mar-02 DO

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Product Manager Petroleum and Water Systems (Cont.)

ITEM <u>DESCRIPTION</u>	TYPE <u>PROCUREMENT</u>	RFP <u>DATE</u>	TARGET <u>AWARD</u>
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• FY03

• Petroleum Quality Analysis System

1 ea

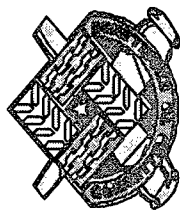
Sole Source

NA

Mar-03 OPT

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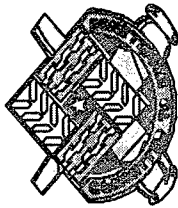


Product Manager Petroleum and Water Systems (Cont.)

<u>ITEM</u> <u>DESCRIPTION</u>	<u>TYPE</u> <u>PROCUREMENT</u>	<u>RFP</u> <u>DATE</u>	<u>TARGET</u> <u>AWARD</u>
<u>FY02 (Cont.)</u>			
Fuel System Supply Point	33 ea	Competitive	NA
Filter Separator, Liquid Fuel, 50 gpm	33 ea	Competitive	NA
Filter Separator, Liquid Fuel, 350 gpm	288 ea	Competitive	NA
Tank, Liquid Dispensing, 600 gal			Mar-02 DO
Trailer Mounted	343 ea	Competitive	NA
Tank Pump Unit, Truck Mounted	6 ea	Competitive	Mar-02 DO

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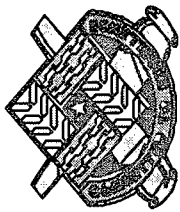


Transportation Systems Management Office

ITEM DESCRIPTION	TYPE PROCUREMENT		RFP DATE	TARGET AWARD
FY99				
Containerized Maintenance Facility	3	ea	Competitive	Oct-98
Containerized Maintenance Facility				
- Program and Technical Support	NA		Competitive	NA
Rapidly Installed Breakwater				
- Program and Technical Support	NA		Competitive	NA
Small Pusher Tug	1	ea	Competitive	NA
Boat, Inflatable, 15 Person	59	ea	Competitive	NA
Causeway Systems - Roll-on				
Roll-off Discharge Platform	3	ea	Competitive	Dec-98
89 foot Army Strategic Mobility				
Program Railway Flatcar	117	ea	Competitive	Dec 98
Marine Communications, Electronic, and Navigation - Upgrade 4 (Installation)	3	ea	Sole Source	NA

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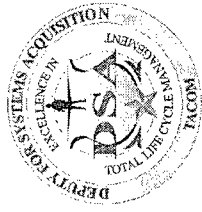
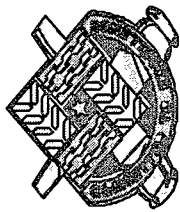


Transportation Systems Management Office (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
• <u>FY00</u>			
• Containerized Maintenance Facility	NA	Competitive	Nov-99 TO
• - Program and Technical Support	NA	Competitive	Nov-99 TO
• Rapidly Installed Breakwater	110 ea	Competitive	Feb-00 DO
• - Program and Technical Support	2 ea	Competitive	Jan-00 DO
• Boat, Inflatable, 15 Person	46 ea	Competitive	Feb-00 DO
• Causeway Systems - Roll-on Roll-off	45 ea	Competitive	Feb-00 DO
• Discharge Platform			
• 89 foot Army Strategic Mobility			
• Program Railway Flatcar			
• Marine Communications, Electronic,			
• and Navigation - Upgrade 4 (Kits)			

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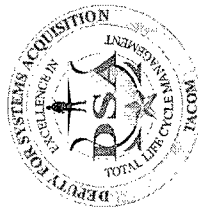
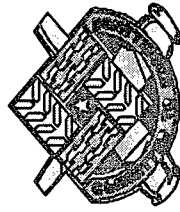


Transportation Systems Management Office (Cont.)

ITEM DESCRIPTION	TYPE PROCUREMENT	RFP DATE	TARGET AWARD
• <u>FY01</u>			
• Containerized Maintenance Facility			
• - Program and Technical Support	NA ea	NA	Nov-00 TO
• Rapidly Installed Breakwater			
• - Program and Technical Support	NA ea	NA	Nov-00 TO
• Boat, Inflatable, 15 Person	118 ea	NA	Feb-01 DO
• Boat, Inflatable, 7 Person	175 ea		
• Causeway Systems - Roll-on Roll-off			
• Discharge Platform	1 ea	NA	Jan-01 DO
• 89 foot Army Strategic Mobility			
• Program Railway Flatcar	117 ea	NA	Mar-01 DO
• Marine Communications, Electronic,			
• and Navigation - Upgrade 4 (Kits)	43 ea	NA	Mar 01 DO

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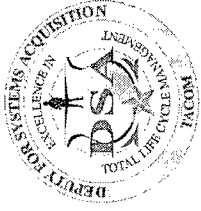
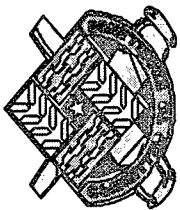


Transportation Systems Management Office (Cont.)

ITEM <u>DESCRIPTION</u>	TYPE <u>PROCUREMENT</u>	RFP <u>DATE</u>	TARGET <u>AWARD</u>
• <u>FY02</u>			
• Containerized Maintenance Facility	NA ea		
• - Program and Technical Support	Competitive	NA	Nov-01 TO
• Rapidly Installed Breakwater			
• - Program and Technical Support	Competitive	NA	Nov-01 TO
• Boat, Inflatable, 15 Person	118 ea	NA	Jan-02 DO
• Marine Communications, Electronic,			
• and Navigation - Upgrade 4 (Kits)	42 ea	NA	Mar 02 DO

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PM TAWS POCs

- **PM TANK AUTOMOTIVE WEAPON SYSTEMS**

PM: COL S. M. Cannon, (810) 574-5419

✉ email: cannons@cc.tacom.army.mil

- **TRANSPORTATION SYSTEMS MANAGEMENT OFFICE**

Chief: Mr. James Folk, (810) 574-8829

✉ email: folklj@cc.tacom.army.mil,

Contracting Office: Mr. William Abramson

✉ email: abramsow@cc.tacom.army.mil

- **PM PETROLEUM AND WATER LOGISTICS**

PM: LTC Genaro J. Dellarocco, (810) 574-4200

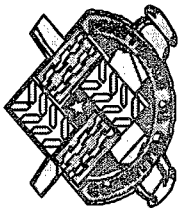
✉ email: dellarog@cc.tacom.army.mil

Contracting Officer: Mr. Richard Sheill, (810) 574-7051

✉ email: sheillr@cc.tacom.army.mil

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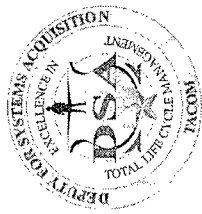
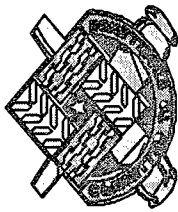


PM TAWS POCs (Cont.)

- **TRAILER MANAGEMENT OFFICE**
Chief: Mr. G. B. Singh, (810) 574-5240
✉email: singhg@cc.tacom.army.mil
Contracting Officer: Mr. Richard Kulczycki, (810) 574-7048
✉email: kulczycr@cc.tacom.army.mil
- **PM M113/M60**
PM: LTC R. David Ogg, (810) 574-6709
✉email: oggd@cc.tacom.army.mil
Contracting Officer: Mr. Alan Maynard, (810) 574-7038
✉email: maynarda@cc.tacom.army.mil
- **PM CE/MHE**
PM: LTC Harry W. McClellan, Jr., (810) 574-6982
✉email: mcclellh@cc.tacom.army.mil
Contracting Officer: Mr. John Cash, (810) 574-8131
✉email: cashj@cc.tacom.army.mil

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PM TAWS POCs (Cont.)

- COMBAT SUPPORT MANAGEMENT OFFICE

Chief: Mr. Karl Brobeil, (810) 574-6635

☒ email: brobeilk@cc.tacom.army.mil

M9 ACE Contracting Officer: Mr. Alan Maynard, (810) 574-7038

☒ email: maynarda@cc.tacom.army.mil

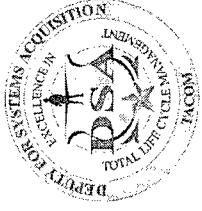
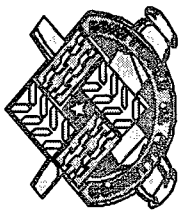
Truck Contracting Officer:

Mr. Richard Kulczycki, (810) 574-7048

☒ email: kulczyckr@cc.tacom.army.mil

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Summary

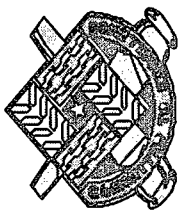
DSA Provides Oversight for Over 300 Very Diverse Systems

Major Shift in TACOM Operations to Incorporate Best
Business Practices

Lengthy Support Horizon is a Reality for Most of our Systems
A Strong Government-Industry Team is Critical to our Success

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Conclusion

**Many Great Business
Opportunities Exists!**

AAN Tenets Mandate Ultra-Reliable Systems

We are Entering the AAN Age With Legacy Systems
that will Require Upgrading, Product Improvements
and Life Extension Programs

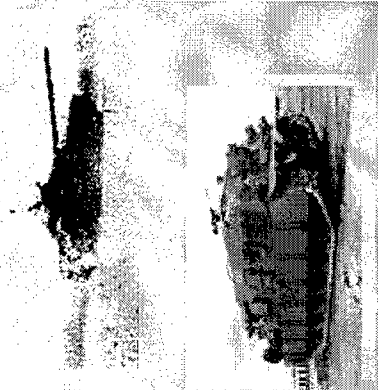
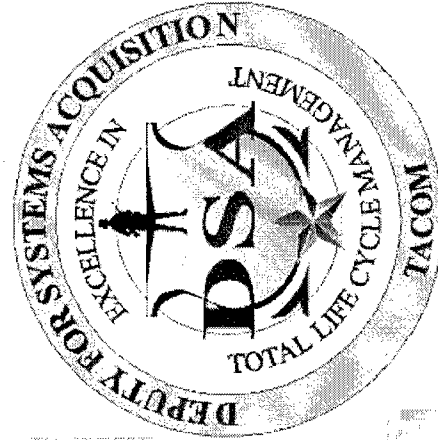
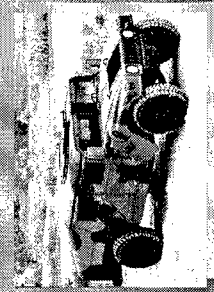
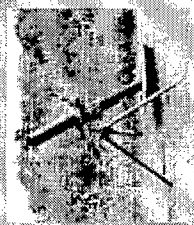
**We can not Allow an AAN That is
Supplied by Horses!**

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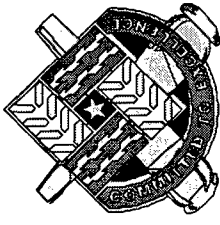
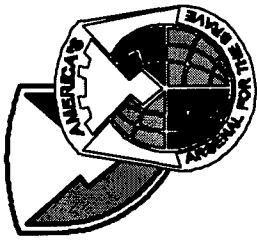
DSA TACOM Acquisition Modernization Perspective



Mr. Mike Viggato
DSA TACOM

27 Oct 1998

Tank-automotive & Armaments COMMAND
Committed to Excellence

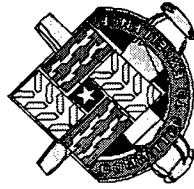


U. S. Army Tank Automotive Research, Development, and Engineering Center Perspective

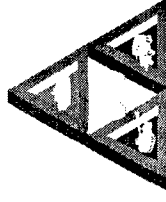
Advanced Planning Briefing for Industry (APBI)
26-28 October 1998

Mr. Jerry L. Chapin
Director, TARDEC

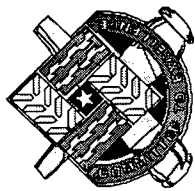
Tank-automotive & Armaments COMmand



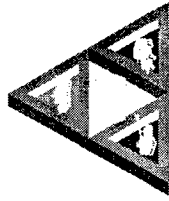
Outline



- **TARDEC's Vision**
- **Mission**
 - Strategic Location
 - Technology/Systems Integration
- **Organization**
 - Research Business Group
 - Development Business Group
 - Engineering Business Group
 - Virtual Prototyping Business Group
 - National Automotive Center
 - Systems and Technology Integration Business Group
- **TARDEC Direct Funding Contract Profile**



TARDEC's Vision



TARDEC's Mission

- Conduct Combat Systems
- Combat Support Systems
- Combat Support Systems



TECHNOLOGY
DUAL-USE

RESEARCH

DEVELOPMENT

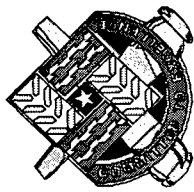
ENGINEERING

Our Plan defines goals and objectives for successful achievement of our mission. Acquisition Reform Implementation.

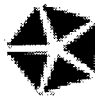
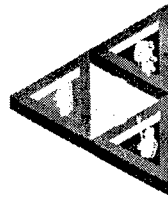
As of: 26 Oct 98

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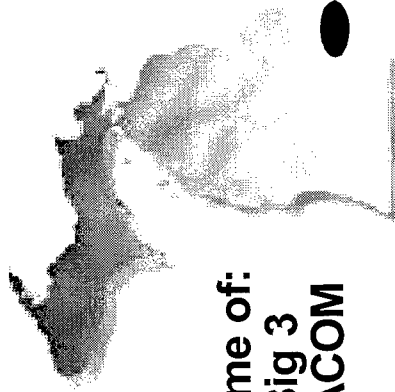
4/34



Automotive Capitol of the World



Chrysler Tech Center

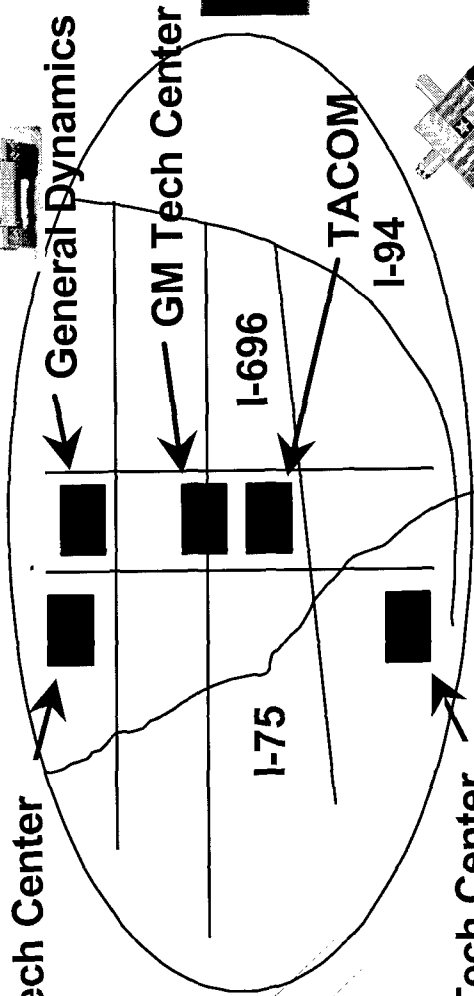


Home of:
Big 3
TACOM

2,443,000 Automotive
Employees



General Dynamics



Ford Tech Center



The Tank-automotive and Armaments Command and its
Tank Automotive Research, Development & Engineering Center

- Nation's 4th largest automotive product developer
- 1 million+ vehicle fleet
- 8,300+ personnel
- World-class technology (i.e., Propulsion, Survivability)
- State-of-the-art resources and facilities (i.e., High Performance Computing, CAVE Automatic Virtual Environment, Visual Perception Lab)

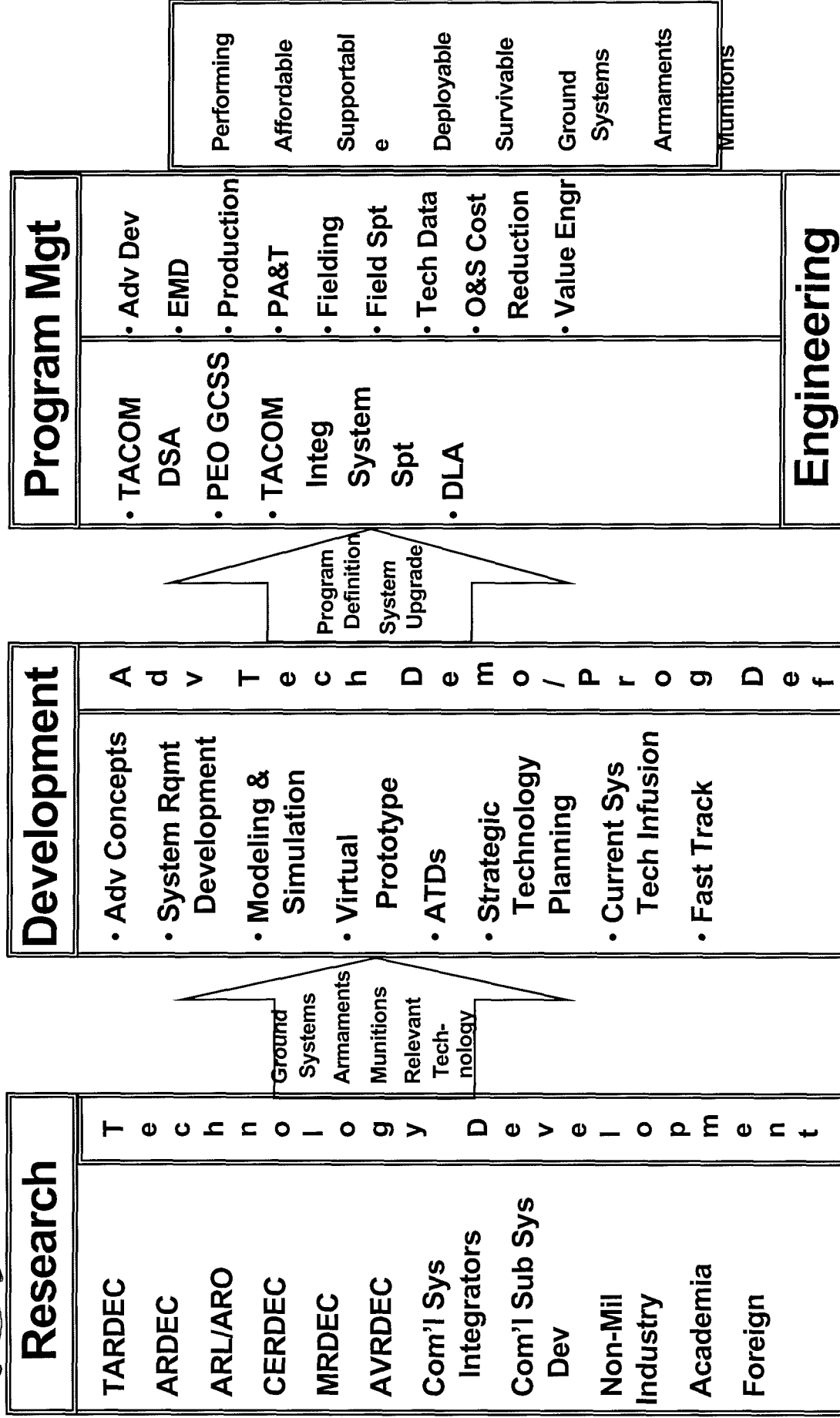
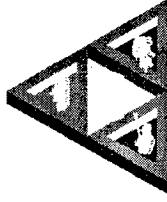
As of: 26 Oct 98

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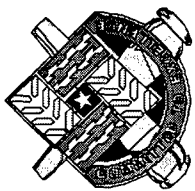
TACOM Technology/System Integration



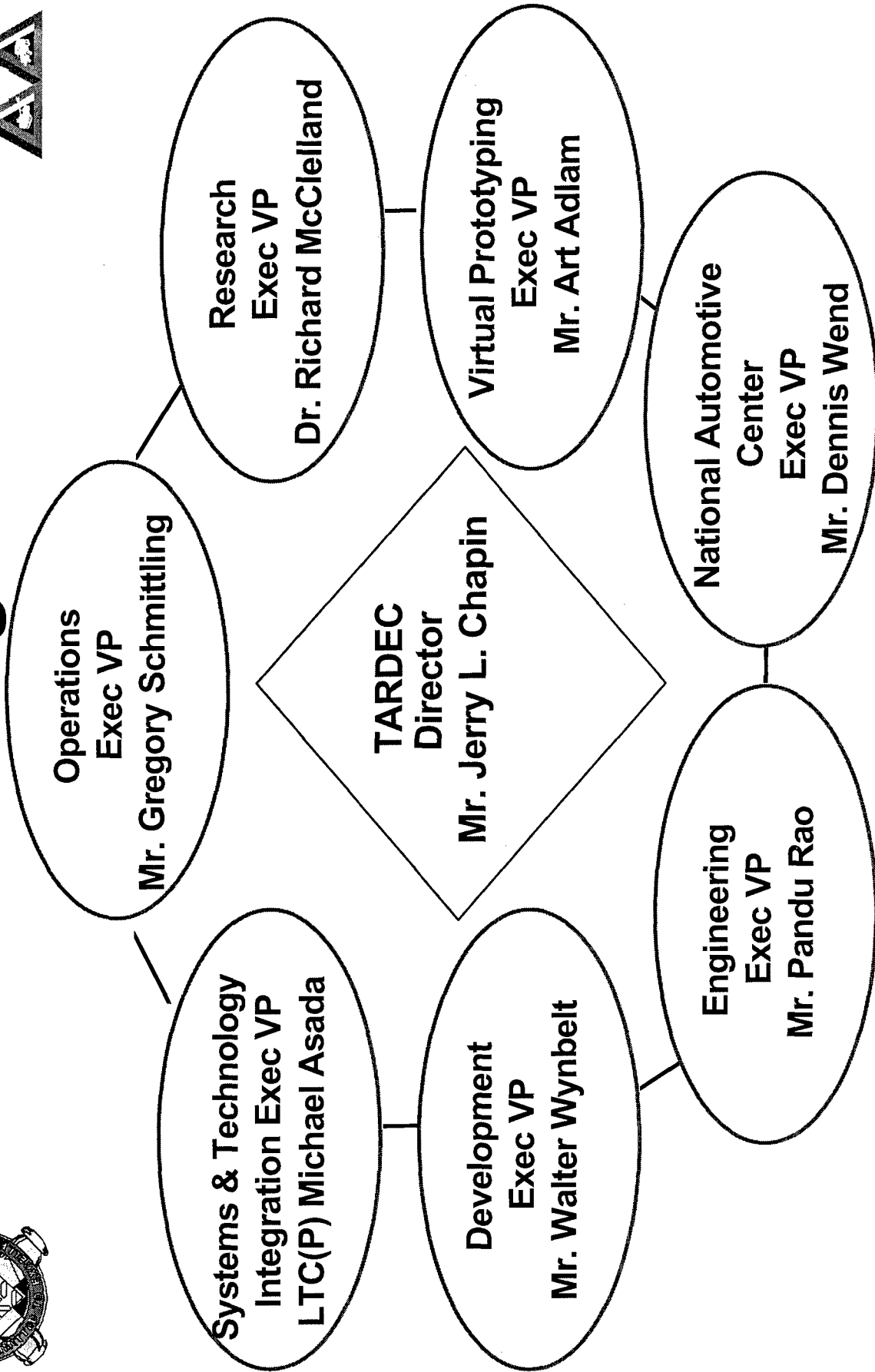
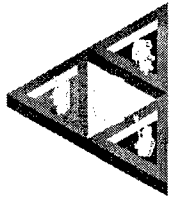
As of: 26 Oct 98

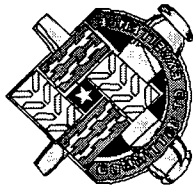
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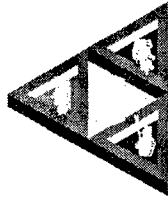


TARDEC's Organization

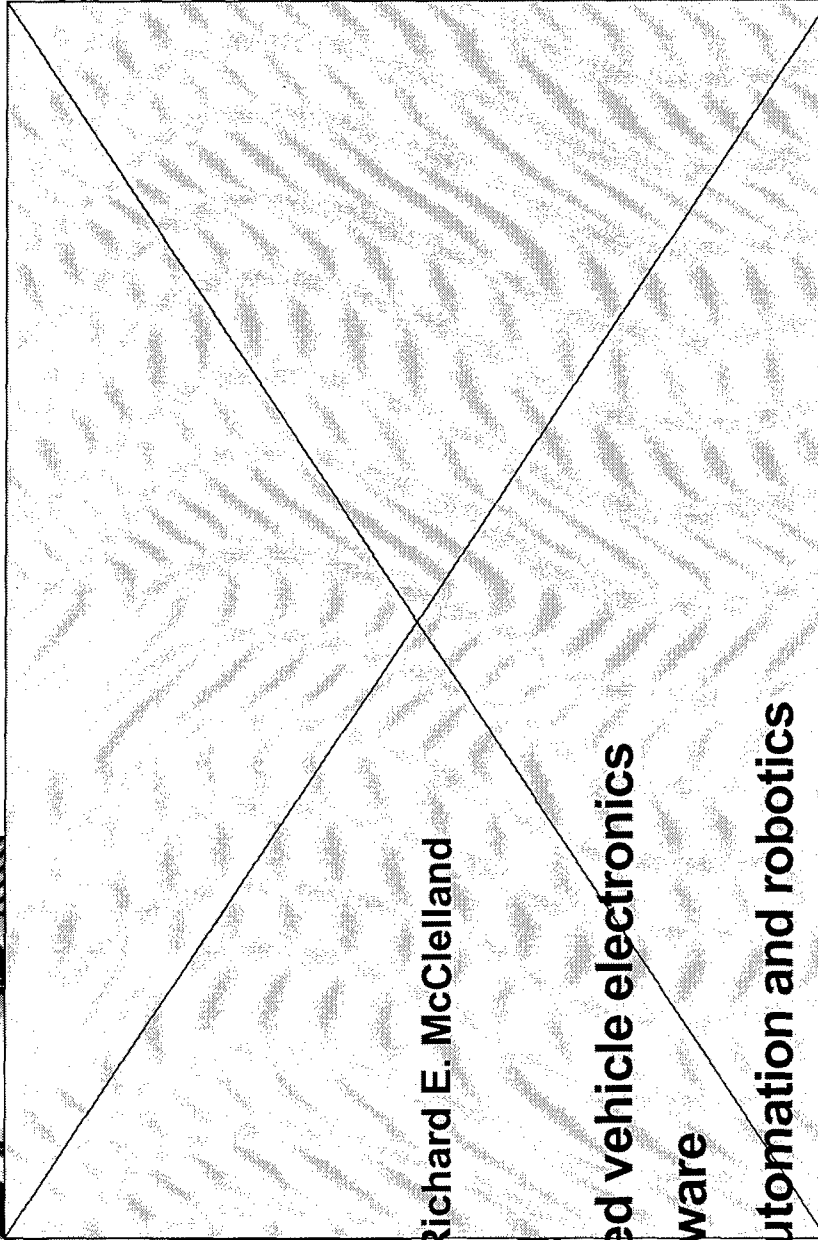




Research Business Group



What We Need from Industry

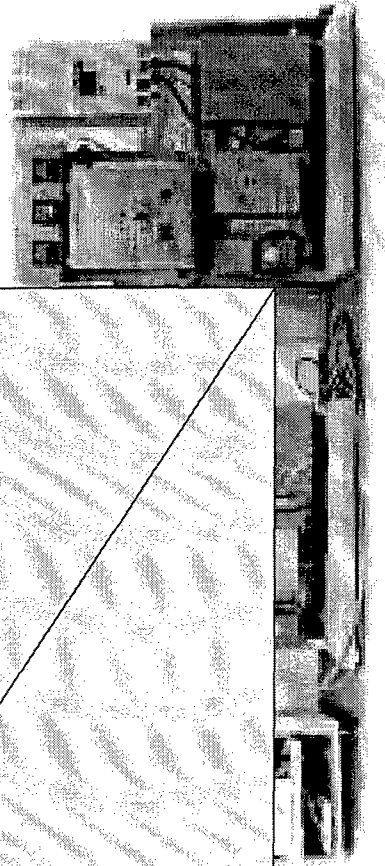


Dr. Richard E. McClelland

- Advanced vehicle electronics and software
- Driver automation and robotics
- Advanced mobility system
- Integrated survivability

put diesel

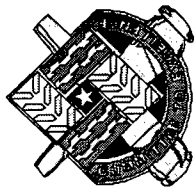
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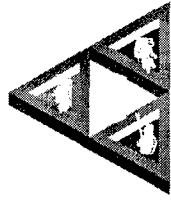
As of: 26 Oct 98

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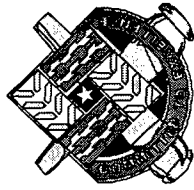
8/34



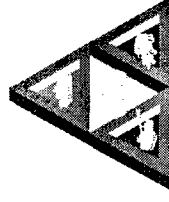
Family of Engines



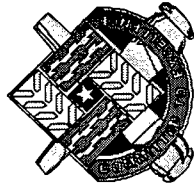
- Current light/medium (M113, M109, Bradley, MLRS & FOVs) combat fleet will be re-powered
- TACOM proposes a family of engines
- Partnership proposed with a major engine company as part of commercial engine family development
- Latest technology at a reduced cost
- Requirements contract > 5 years



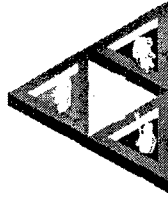
Small Engine



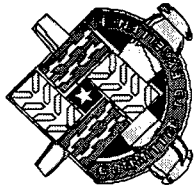
- Up to 100 HP
-
- Kerosene and diesel burning
-
- Potential application to vehicle APU, unmanned aerial vehicles, motorcycles, chainsaws, snowmobiles
-
- Procurement cost < \$40/HP
-



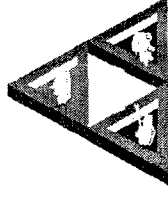
Electromechanical Suspension



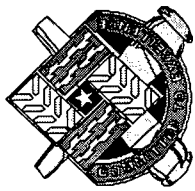
- Objectives:
 - Demonstrate increased vehicle speed by 100%
 - Provide stabilized platform for accuracy during firing
 - Provide variable height suspension
- Payback:
 - Superior mobility/ride comfort
 - Improved firing accuracy
 - Removal of hydraulics
 - Improved integration with electric vehicles
- Areas of Cooperation:
 - Test results
 - Control schemes
 - Actuator technology



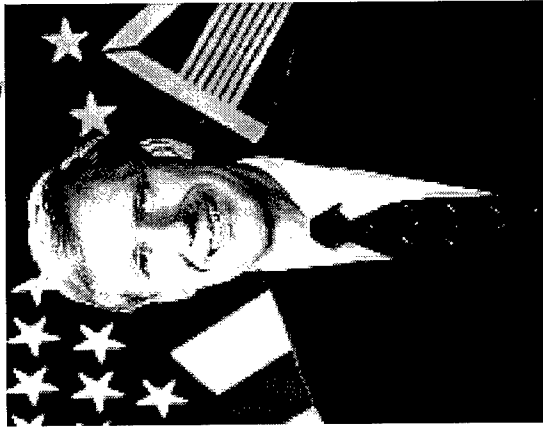
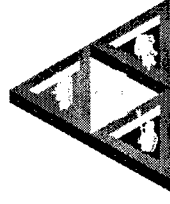
Lightweight Materials



- Metal alloys, non-metallic materials, and composites with:
 - Superior strength and ballistic performance compared to current alternatives (e.g., 5083 aluminum)
 - Structural capability
 - High potential for commercial applications



Development Business Group



Mr. Walter Wynbelt

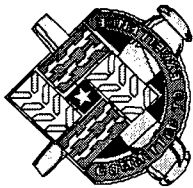
Core Activities

- Combat and tactical vehicle system development
- Chartered science and technology managers
- Water purification, quality and handling sys
- Fuel and lubrication quality, handling and distribution system
- Funded service products

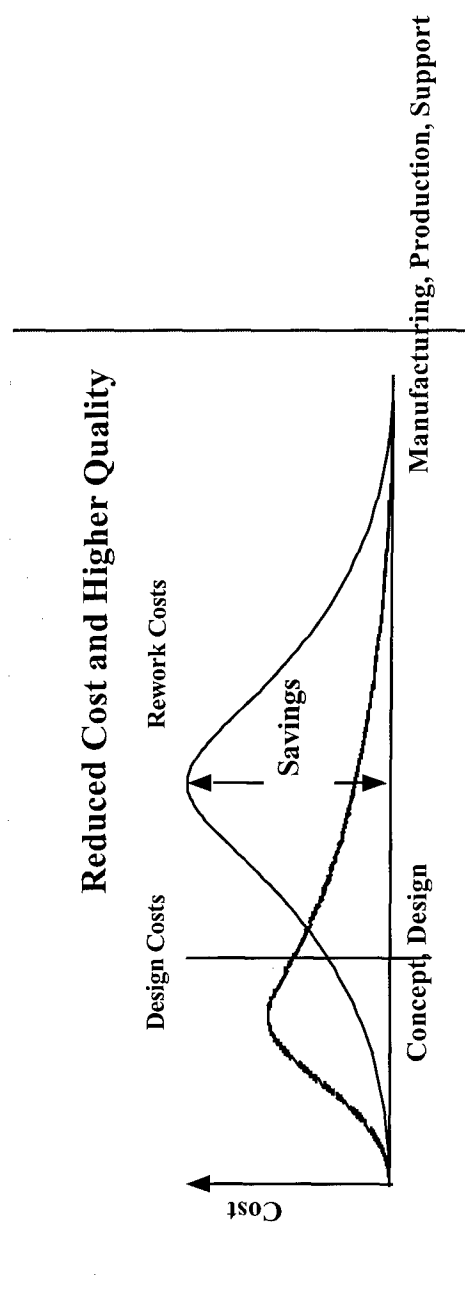
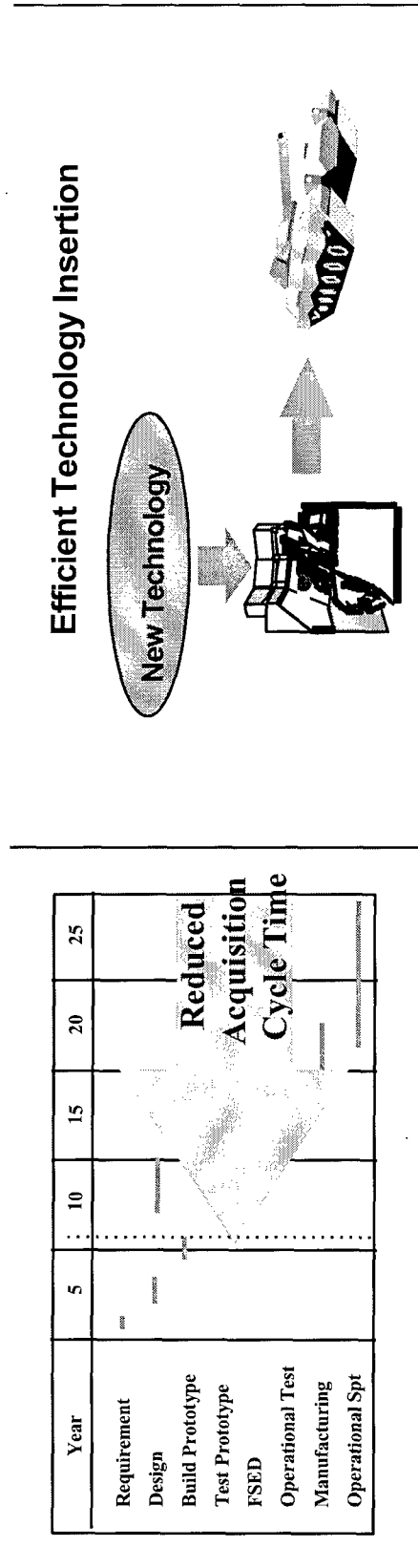
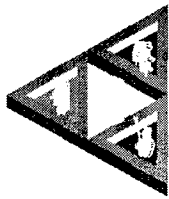
What We Need from Industry

- Manufacturing technology
- Vehicle system analysis
- Simulation methodology
- Long life Petroleum, Oils and Lubricants (POL) products





“Faster, Better, Cheaper”



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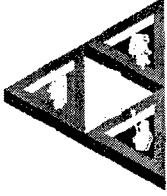
As of: 26 Oct 98

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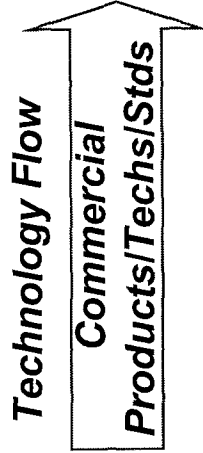
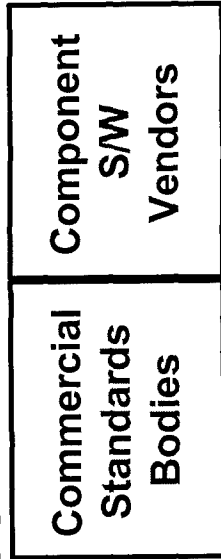


Automotive Product Development Framework (APDF) Strategy

A Partnership with Industry



Commercial Activities

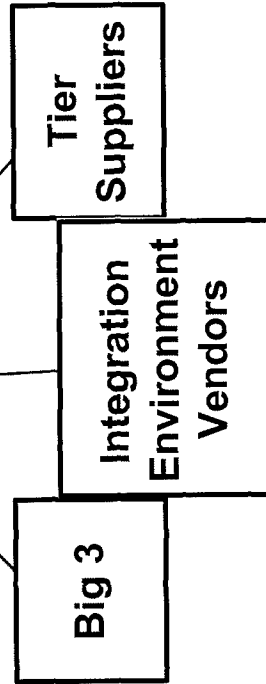


DOD Needs

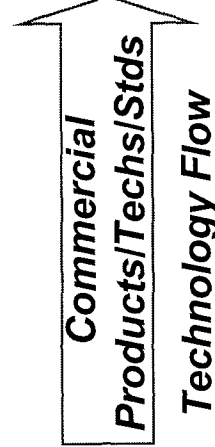
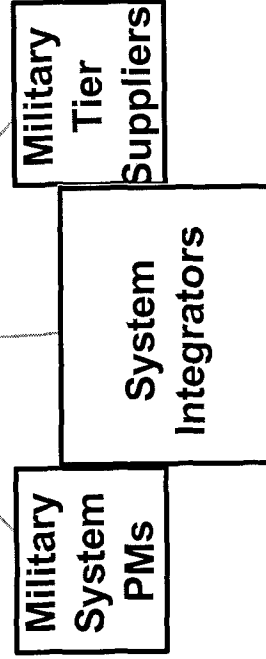
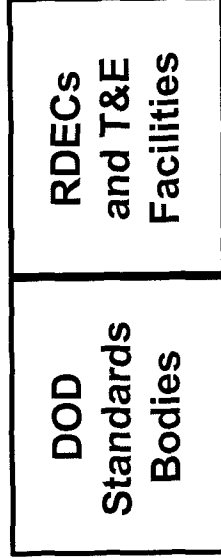
Commercial Collaborative Entity

NAC (catalyst)

Industry Strategies



DOD Activities

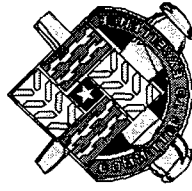


Goal: Minimize legacy and use of DOD-specific standards

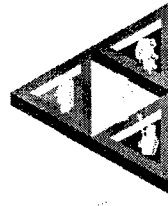
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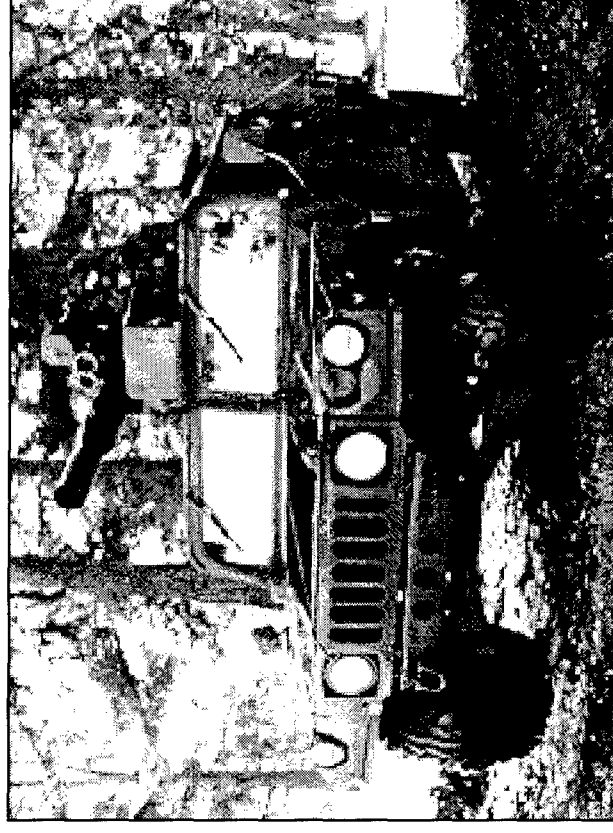
15/34

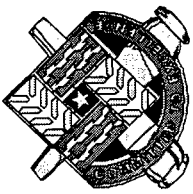


Fuels and Lubricants Focus

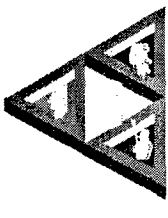


- Reduce environmental impact of all POL products
- Increase fuel efficiency through improved engine and gear lubricants
- Antifreeze for life
- Solid film lubricants without lead (toxic) and antimony (carcinogen); reduced levels of Volatile Organic Hydrocarbons (VOCs)

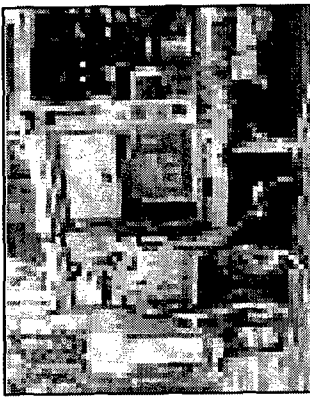




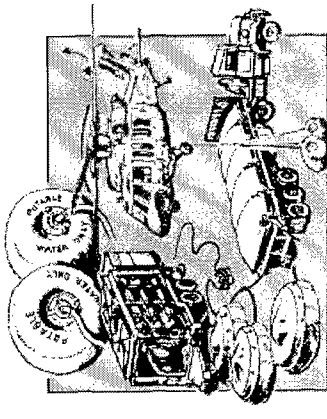
Water Supply Research



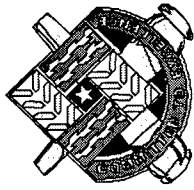
- Water recovery
 - Reduces resupply requirements
- Post-treatment for wastewater producers
 - Minimizes environmental impact and reduces requirements for water supply
- Individual water purification systems
 - Reduces soldier load, enhances independent operation
- Water distribution/wastewater systems
 - Provides continuous on-demand potable water supply



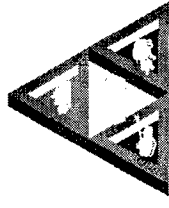
1500 TACTICAL
WATER
PURIFICATION
SYSTEM (TWPS)



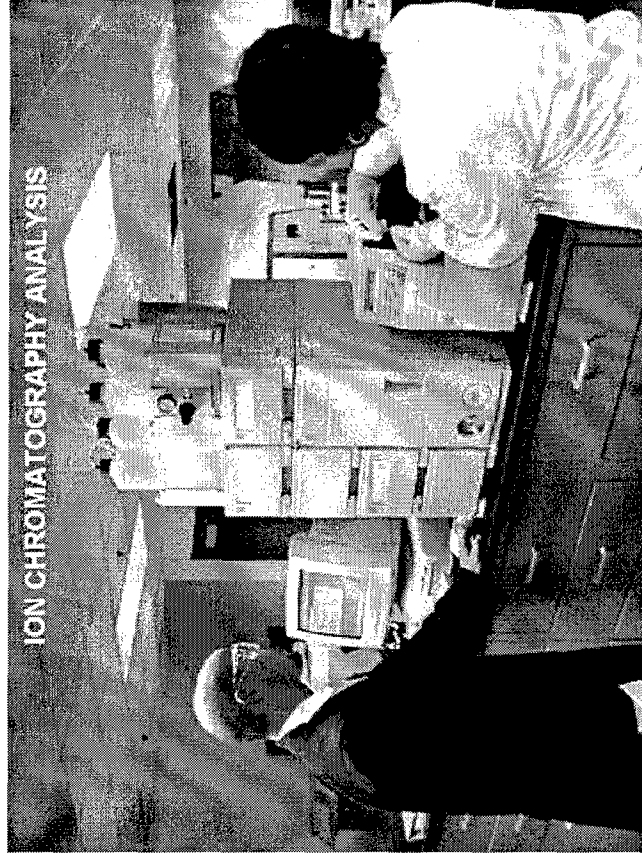
ON-BOARD WATER
RECOVERY UNIT

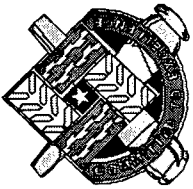


Water, Fuels and Lubricants Go/No-Go Field Tests

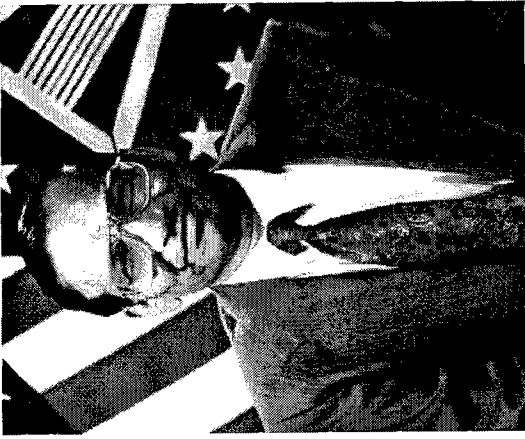
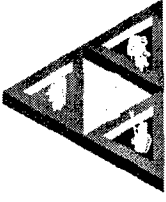


- Go/No-Go Soldier-Usable Field Tests that:
 - Detect and measure water in POL
 - Detect presence of common contaminants other than water in POL
 - Determine remaining useful shelf life of POL





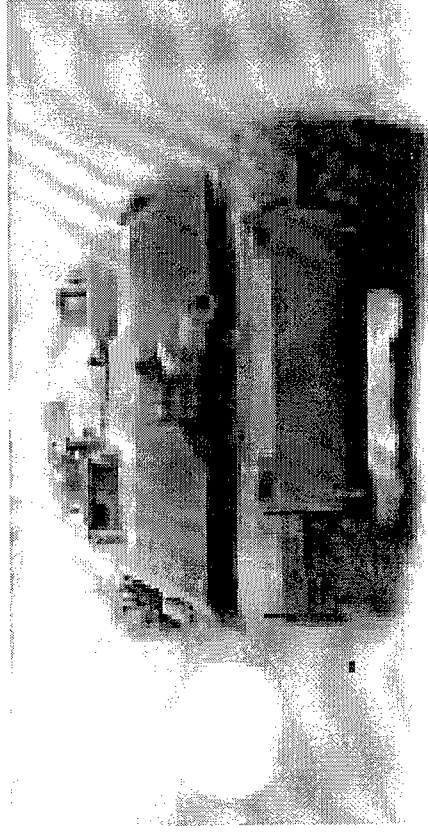
Engineering Business Group



Mr. Pandu Rao

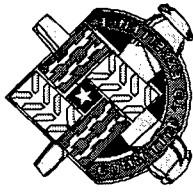
Core Activities

- Systems in production/deployment
- Systems in sustainment
- Systems in development
- Vehicle and component acquisition support
- Operating and Support Cost Reduction (OSCR)

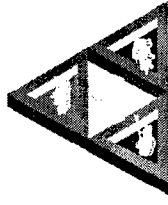


What We Need from Industry

- Value Engineering (VE)
- Operating and Support Cost Reduction (OSCR)
- Support to acquisition reform



Value Engineering (VE)



How Industry Can Increase Profit Margin!

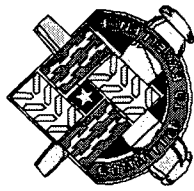
- Submit Value Engineering Change Proposals (VECPs)
 - Instant contract savings
 - Concurrent contract savings
 - Future contract savings
 - Collateral savings
 - Contracting mission easier due to relaxed FAR
- Federal Acquisition Regulation (FAR) now more relaxed
 - Greater share ratio for contractors...75% vs. 50%
 - Longer share period ...extended from 3 years to 5
 - Collateral savings increased ...from 20% of “representative” year of savings up to 100%

*

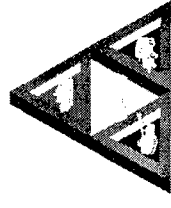
Committed to Excellence

As of: 26 Oct 98

20/34

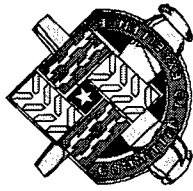


Operating and Support Cost Reduction (OSCR)

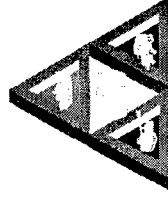


How Industry Can Participate!

- Submit concept parts for evaluation as:
 - Secondary items against buys
 - Commercial technology transfer
 - New developments
 - Small Business Innovation Research (SBIR)
 - Unsolicited proposals
- Use best approach through OEM or Program Manager
- Contact the TACOM OSCR Office



DOD Acquisition Reform



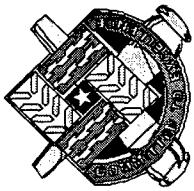
- Reforms initiated between 1994 and 1996:
 - Ease procedures for buying commercial services and products
 - Require better planning for information technology purchases
 - Require agencies to develop strategic plans and tie contracts and budgets to stated goals
- Laws are creating a whole new system of doing business for both Army agencies and industry
- New contracting vehicles are aimed at facilitating the acquisition process to reduce procurement time and cost

*

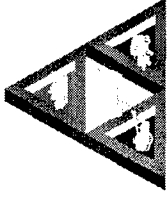
Committed to Excellence

As of: 26 Oct 98

22/34



Virtual Prototyping Business Group



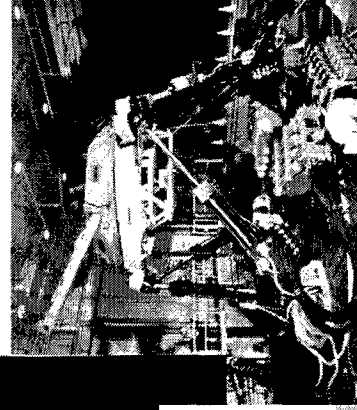
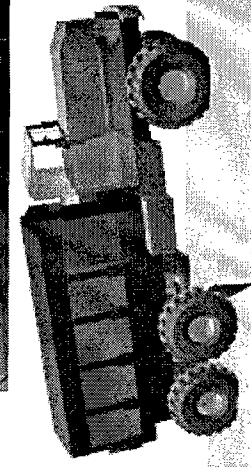
Mr. Art Adlam

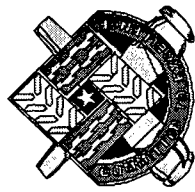
Core Activities

- Analytical and physical simulation of vehicle performance
- DOD High Performance Computing Distributed Center
- Real time man/hardware-in-the-loop simulation
- Immersive graphics

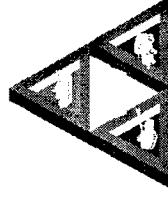
What We Need from Industry

- Component and system failure prediction methods
- Liquid sloshing simulation/design methodologies
- Translation software for computer aided design

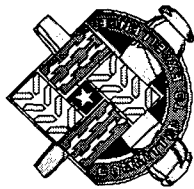




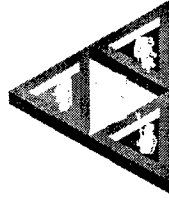
Prognostics and Predictive Technologies



- Purpose: Detect impending failures allowing corrective action prior to catastrophic system or subsystem failure
- Shift from mission critical maintenance to unscheduled maintenance
- Requirement:
 - All Army Program/Project Managers will assure that embedded diagnostics are included on all new and retrofit equipment...
 - GEN William Crouch, VCSA
 - Enhance battlefield logistics
 - Increase operational readiness



National Automotive Center



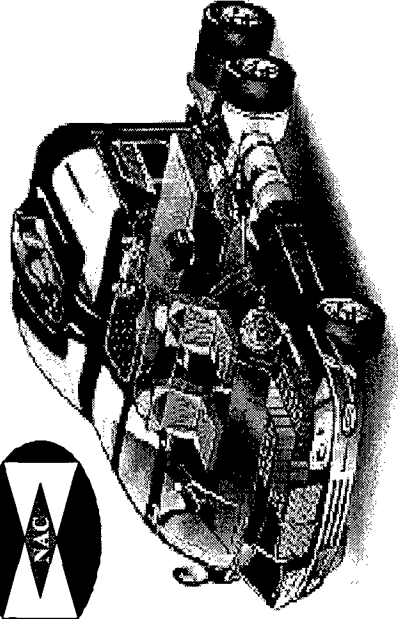
Mr. Dennis Wend

What We Need from Industry

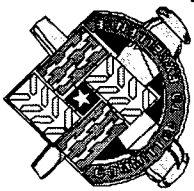
- Dual Use Science and Technology Program (DUS&T)
- Small Business Innovation Research (SBIR)
- Cooperative Research and Development Agreement (CRADAs)

Core Activities

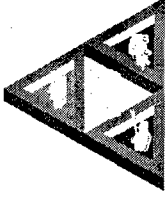
- Commercial technology applications
- Dual-needs development
- Collaborative research and development
- Small Business Innovation Research (SBIR)
- Cooperative Research and Development Agreements (CRADAs)



21st Century Truck

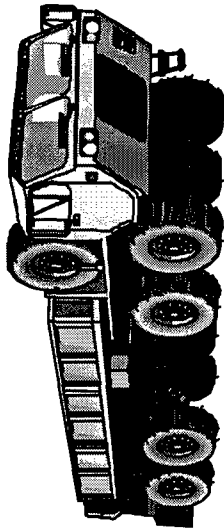


Trucks are Vital to the Army and to the Country

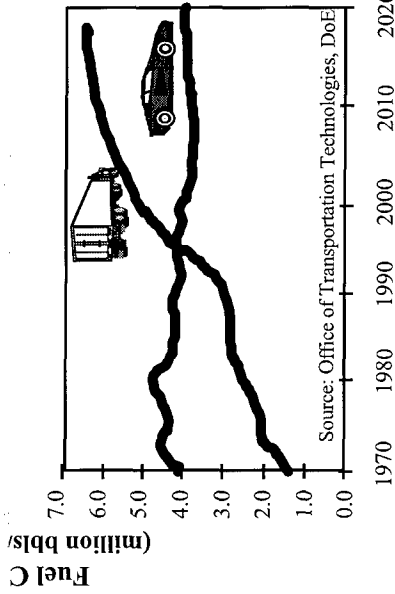


Trucks Provide the Logistical
Backbone to the Army

Trucks Account for Over 75% of
the Nation's Freight Business



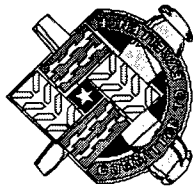
Fuel constitutes 70% of bulk
tonnage needed to sustain a military
force on the battlefield. This
equates to about 600,000 gallons
per day. -Fuel Efficient AAN Task Force



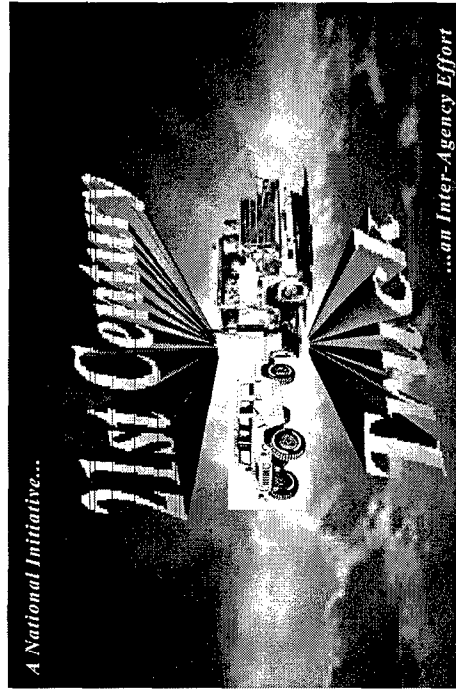
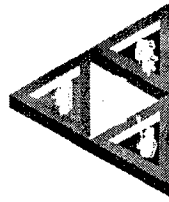
Light, medium, and heavy
trucks burn more fuel than
cars

Army After Next Goal:

“...75% reduction in fuel requirements for a deployed force...”



21st Century Truck Initiative

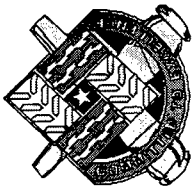


Primary Mission

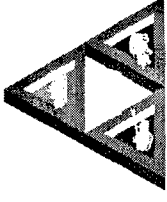
- To significantly increase the fuel economy of light, medium, and heavy trucks
- Improve vehicle performance and reduce emissions
- Improvements will be achieved while maintaining current levels of cost and safety

Goals

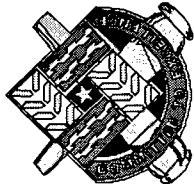
- Economic "leap ahead" vehicle
 - Increase fuel efficiency
 - Reduce cost of operation
 - Increase power generation performance
- Environmentally friendly vehicle
 - Reduce emissions
 - Reduce damage to infrastructure
 - Reduce vehicle gross weight
 - Reduce trailer footprint pressure
- "Smart" truck for safety and security
 - Integrate new vetronics and data bus technology
 - Develop user- friendly information and navigation to increase driver awareness/alertness



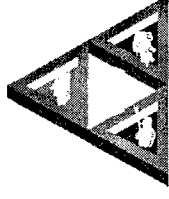
IAKUEU Partnerships



- Cooperative research and development agreements provide industry access to government labs and information
 - Industry information protected
- Small Business Innovation Research (SBIR) program
 - Promotes pre-prototype R&D in small technology companies
 - Funds R&D in three phases: feasibility, prototype, and production

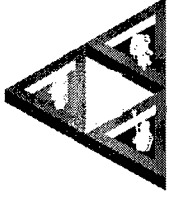


Continued



- Army Dual Use Science & Technology (DUS&T) program proposals now electronically accepted:
 - Vehicle/occupant safety
 - Information technologies for simulation-based acquisition
 - High performance/low emissions, lower fuel consumption, and improved maintenance light/medium test bed
 - Networked vehicle intranet demonstration system
 - Environmentally safe corrosion prevention and control

Systems and Technology Integration Business Group

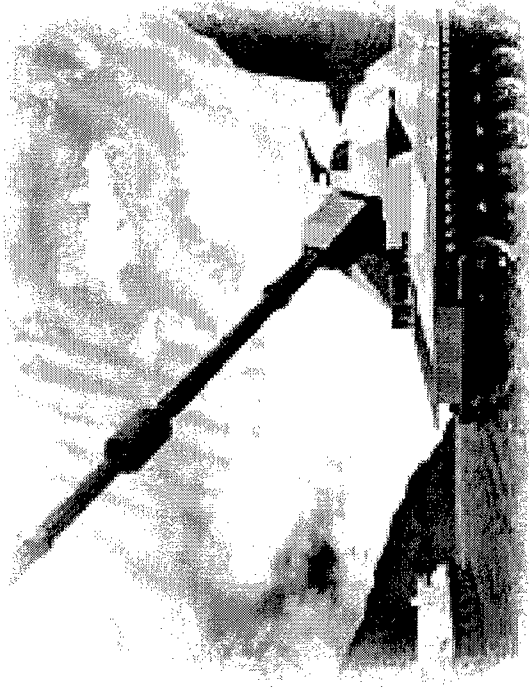


LTC(P) Michael Asada

Core Activities

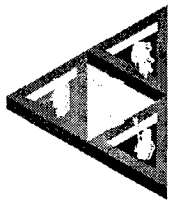
- Future system concept development
- Fleet planning
- Integrated concept teams

- ## What We Need from Industry
- Technical support for Army requirements
 - Technical support for market surveys

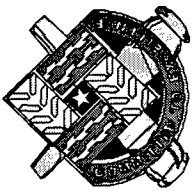




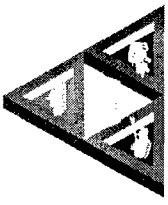
System and Technology Integration



- Define needs and requirements
 - Plan acquisition and management strategies to conduct systems requirement analysis
 - ▶ Conduct mission area assessments
 - ▶ Determine need, capability, or opportunity

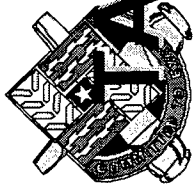


System and Technology Integration



Continued

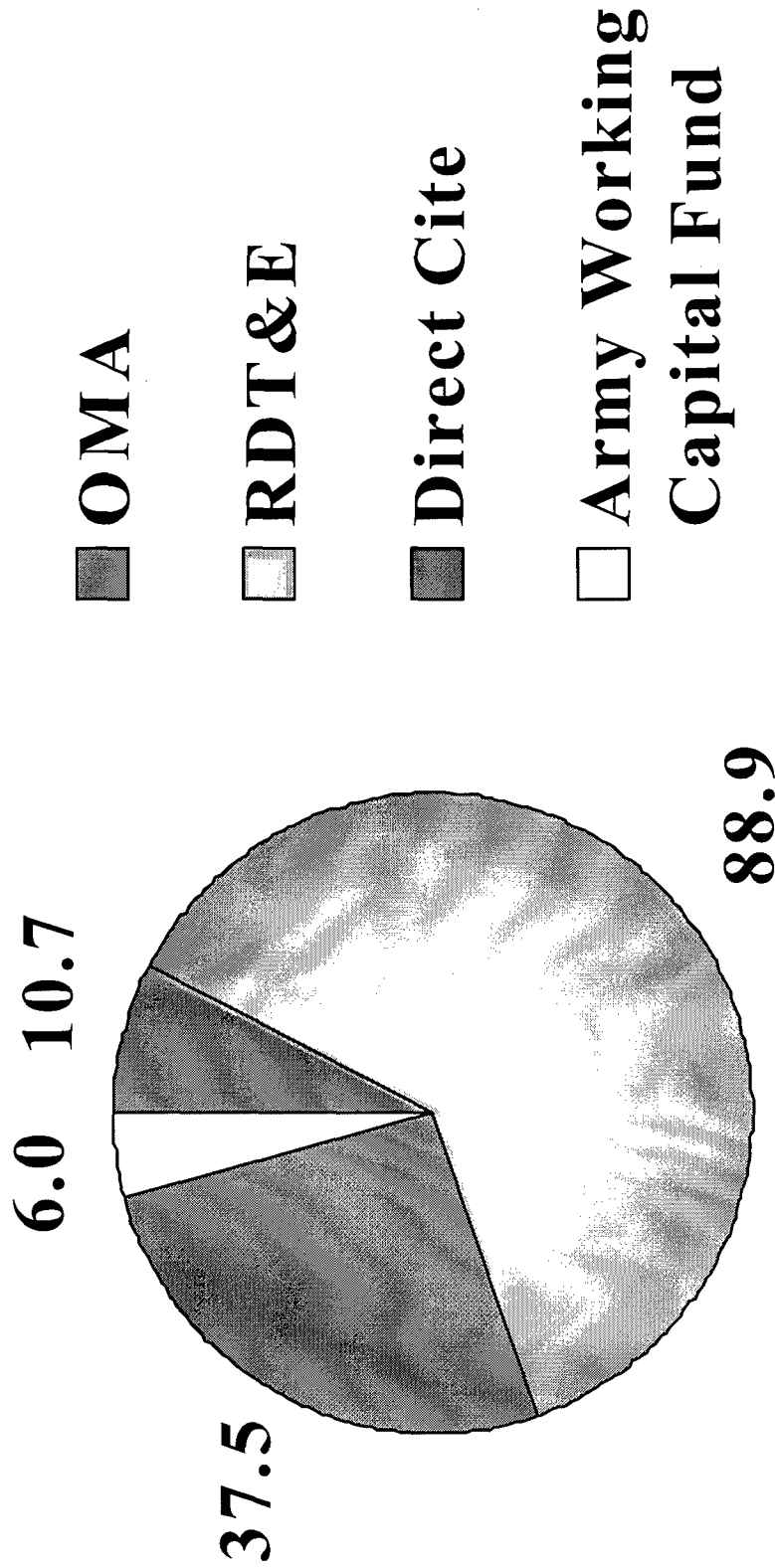
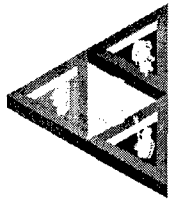
- Identify materiel alternatives by:
 - **Conducting market research for potential sources**
 - ▶ NDI system safety market survey questions
 - ▶ Identify commercial items
 - ▶ Identify Nondevelopment Items (NDI)
 - **Developing NDI system safety market survey questions**
 - **Examining unique environmental and disposal reqmts**
 - **Considering Science & Technology (S&T)**
 - **Partnering with industry is the next step**
- **Do not limit early industry involvement to draft RFP**



ARDEC Contract Activity

Fiscal Year 1998

(Millions)

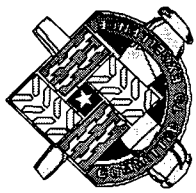


Total Contracts \$143.1M

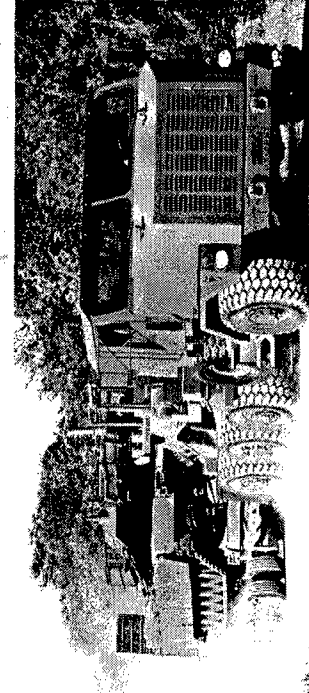
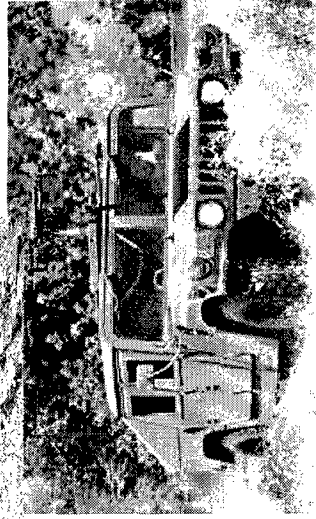
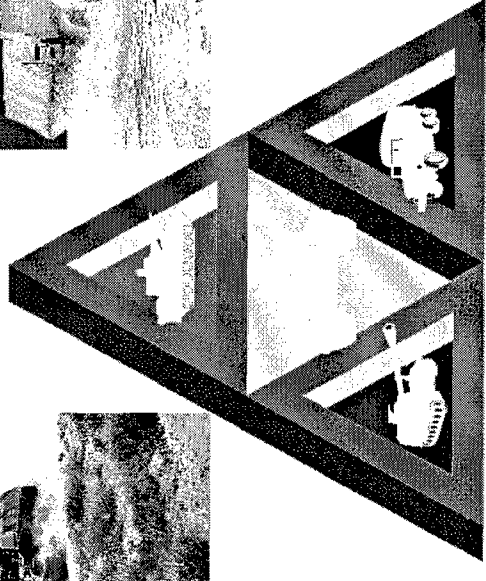
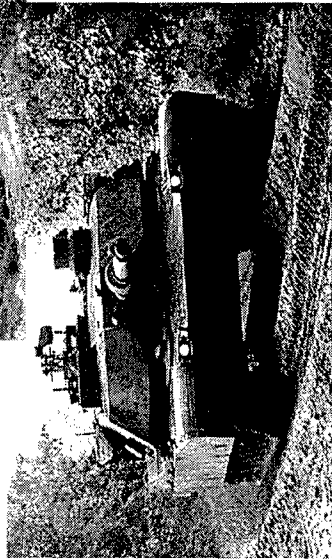
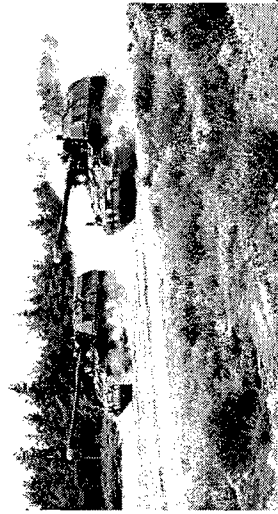
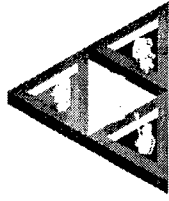
As of: 26 Oct 98

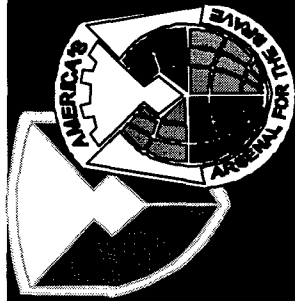
Committed to Excellence

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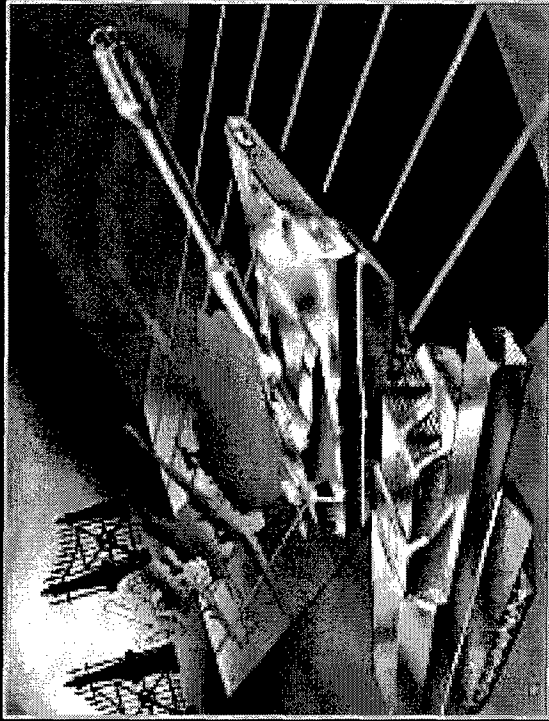


U.S. Army Tank Automotive Research, Development, and Engineering Center





US ARMY
TANK-AUTOMOTIVE AND ARMAMENTS COMMAND
ARMAMENT RESEARCH, DEVELOPMENT AND
ENGINEERING CENTER
(TACOM-ARDEC)



PRESIDENTIAL RECOGNITION FOR QUALITY
RECIPIENT OF THE QUALITY TRIPLE CROWN

Advanced Planning Briefing for Industry

Presented by
Mr. Michael Fisette
Technical Director
28 October 1998

Tank-automotive & Armaments COMmand



TACOM-ARDEC'S VISION

Provide Overwhelming
Firepower for Decisive Victory.

GUNS - AMMUNITION - FIRE CONTROL

Committed to Excellence

Outline

- Mission
- Technical Programs
- Sub Contractor Opportunities
- Facilities
- TIME
- Business with ARDEC
- CRADA's
- A76 Study
- Task Force Alpha (Public/Private Partnership)
- Summary

Committed to Excellence

Mission

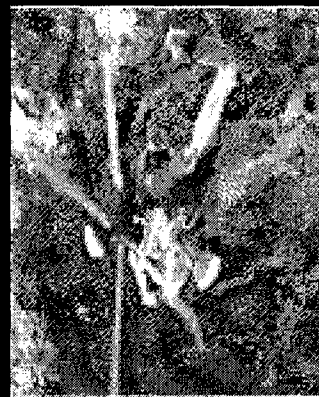
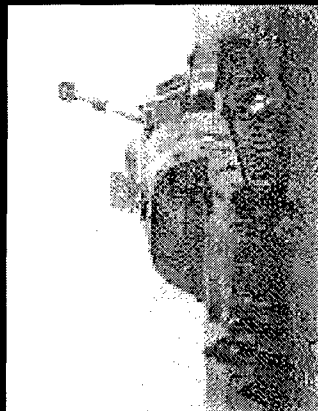
Fire Support



Mounted Operations



Combat Service Support

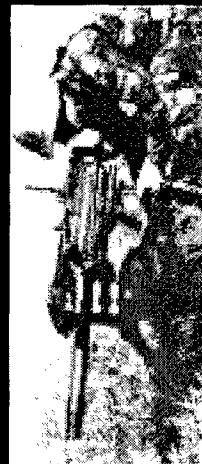


Aviation Armament

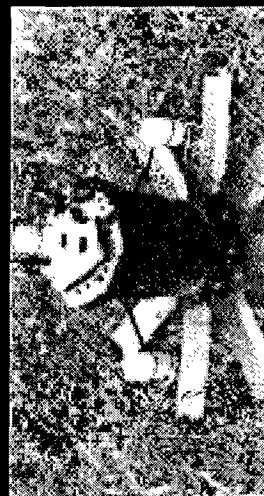
Special Operations



Dismounted Operations



Counter - Mobility



Committed to Excellence

Total Life Cycle



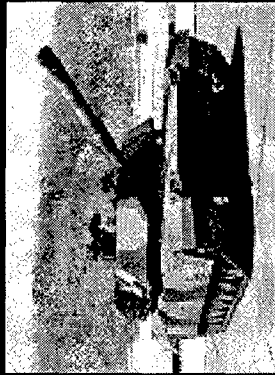
**Environmental
Technologies**



**Sustainment &
Survivability**



**Direct Fire
Lethality**

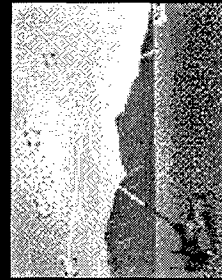


**Indirect Fire
Lethality**



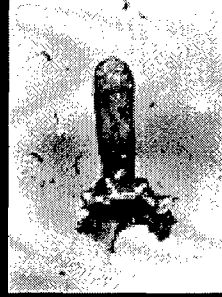
TACOM-ARDEC'S Technology Thrust Areas

**Rapid Force
Projection Initiative**



**Innovative
Weapon
Concepts**

**Enabling
Technologies**



**Rapid Digitized
Fire Mission**

Committed to Excellence

List of TACOM-ARDEC Technology Thrusts and Thrust Leaders

- Direct Fire Carl Beaulieu x3739
- Indirect Fire Al Warnasch x6198
- Rapid Force Projection Initiative Jeff Dyer x4707
- Rapid/Digitized Fire Mission Walt Ryba x7959
- Sustainment and Survivability Gary Kent x2170
- Innovative Weapon Concepts Robert Schlenner x6236
- Enabling Technologies Harold Schlieske x4656
- Environmental Robert Scola x2044

DSN: 880-xxxx

COMM: 973-724-xxxx

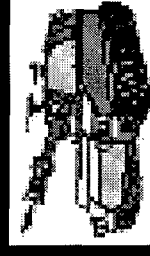
Committed to Excellence

Maintain World Class Industrial Base for Equipping FORCE XXI

- TACOM-ARDEC Facilities Available for Industry Use
- Science and Technology Dollars for Armaments
- Experimentation/Laboratories/Instrumentation/Distributed Interactive Simulation (DIS)

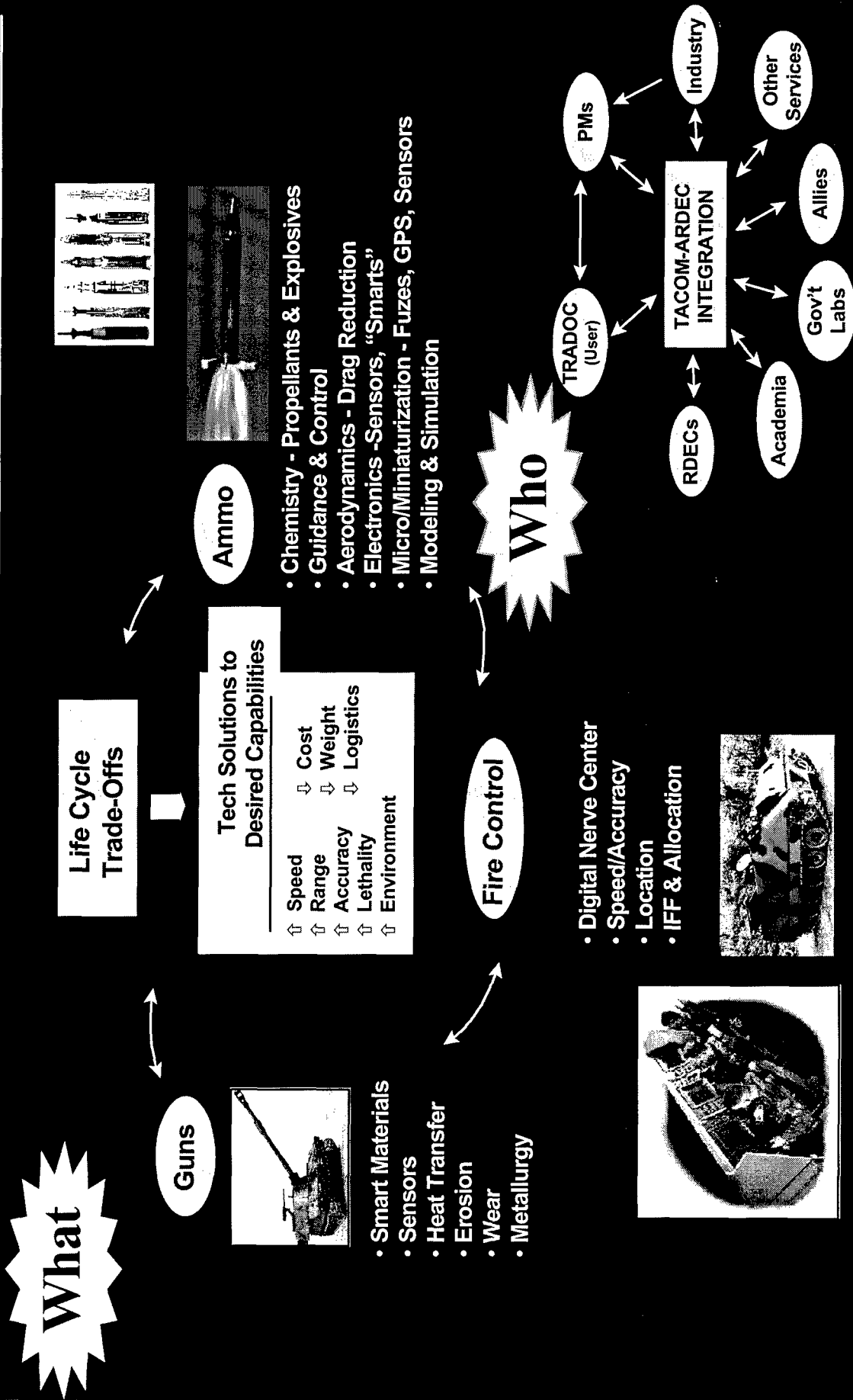
TRADOC Battlefield Operating System	POM (\$M) FY(99 -
Aviation	03)6.8
Fire Support	108.1
Maneuver (Mounted)	249.6
Maneuver (Dismounted)	78.8
(Counter) Mobility	25.8
Combat Service Support	5.0
S&T Base	38.8

70%
Available
for
Contracts



Committed to Excellence

ARDEC - Value Added Integration of Complex Weapons Systems



Objective Individual Combat Weapon Enhancements

- Dual Munition System: 20mm Air Bursting Munition & 5.56mm Cartridge
- Replaces M16 Rifle Family
- Increases Range to 1000 Meters
- Increased Lethality
- Separable Sub-Systems
- Defeats Non-Line-of-Sight Targets

Status: Tech Base

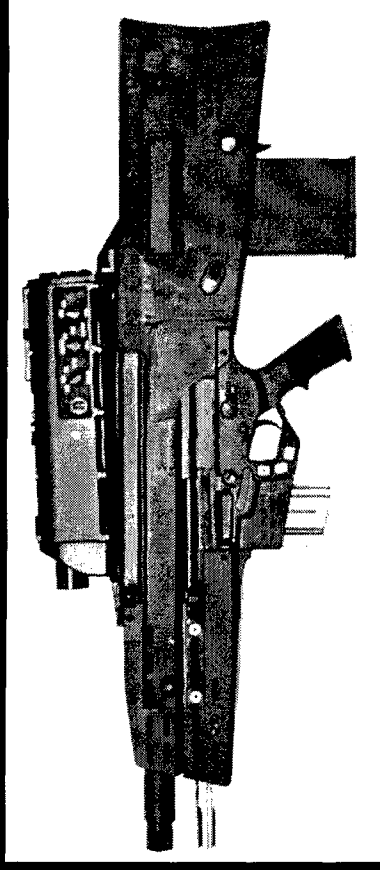
Planned Actions: OICW ATD FY99 & EMD FY00

Funding: \$48M (ATD); \$127M (EMD)

Opportunities for Industry:

- * Design/Demo Expanded Ammunition Family
- * Improve/Enhance Initial Ammunition
- * Explore Innovative System/Sub System Wt. Reduction Concepts
- * Demonstrate Component/System Producibility Enhancements

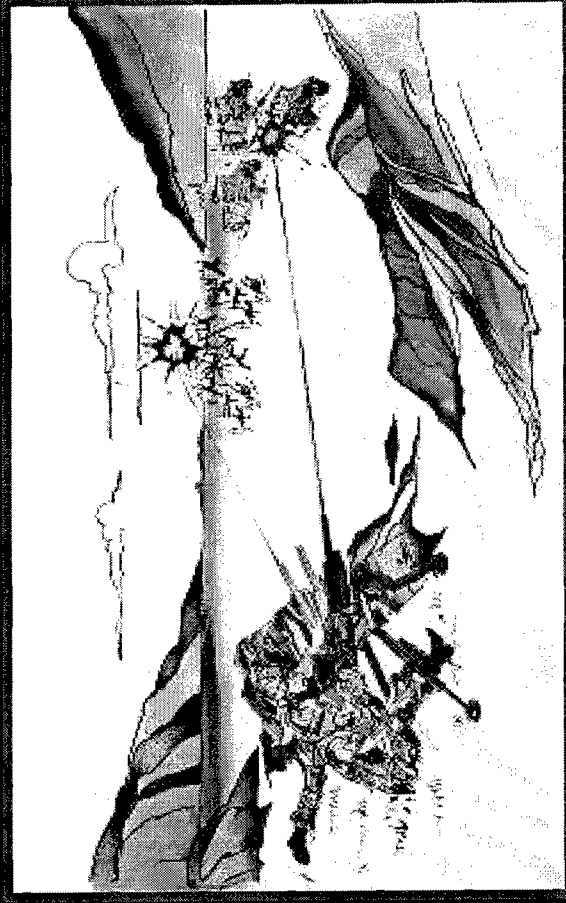
POC: S. Mango (973-724-7944)



Committed to Excellence

Objective Crew Served Weapon

- 2-Man-portable, High Explosive, 25mm Air-Bursting Munition Sys.
- Enhances Sys. Versatility, Maneuverability And Lethality
- Affects Decisively Violent & Suppressive Target Effects
- Replaces M2 Selected Machine Gun & MK19 Grenade Machine Gun



Status: Tech Base

Planned Actions: ATD FY02 & EMD FY03

Funding: \$42M (ATD); \$91M (EMD)

Opportunities for Industry:

- * Design/Demo Expanded Ammunition Family
- * Improve/Enhance Initial Ammunition
- * Explore Innovative System/Sub System Wt. Reduction Concepts
- * Demonstrate Component/System Producibility Enhancements
- * Develop Vehicle Mounted Variant

POC: J. Cline (973-724-6906)

Committed to Excellence

Precision Guided Mortar Munition (PGMM)

- Fired From M120/M121 (120mm Mortar)
- Lethal Against Threats Behind Protective Cover, (Crew Served Weapons, Command Posts, Observers Within Bunkers or Buildings)
- Designate Target for Surgical Kill
- Improved Survivability, Reduced Collateral Damage
- Optimize Fire in Restrictive Terrains, Urban Warfare & Low Intensity Conflicts

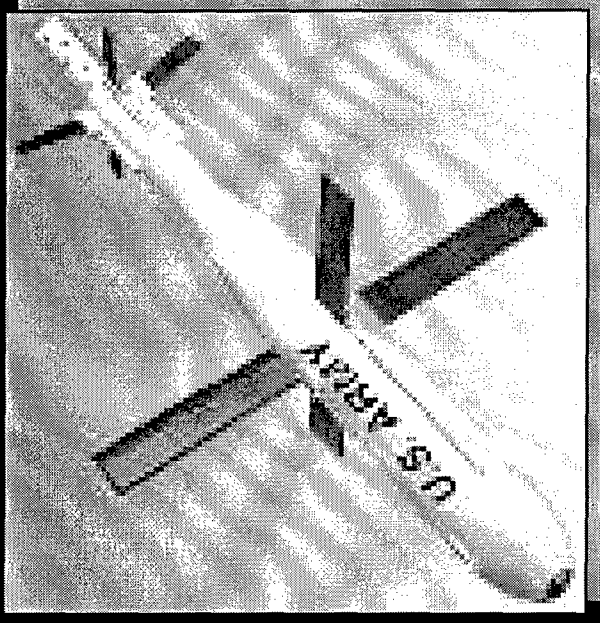
Status: Tech Base (ATD)

Planned Action: MS I/II FY01

Funding: ~\$100M (5 years EMD anticipated)

Opportunities for Industry: Development/LRIP contract award early FY02

POC: M. Cilli (973-724-6655), R. Clark (973-724-2850)

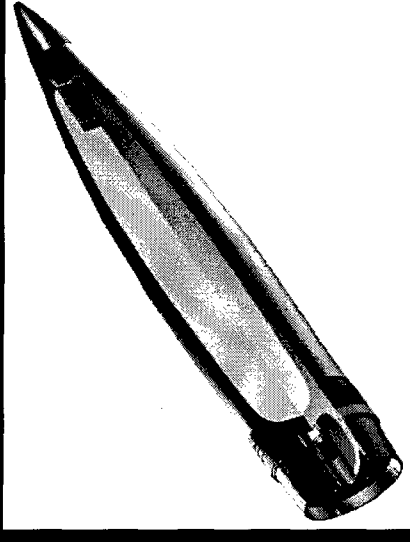


*Responsive, standoff,
precision defeat of bunkers &
MOUT targets*

Committed to Excellence

M795E1 Extended Range

- Compatible with the M203A1 & MACS 6 Charges
- 39 Cal Gun Tube Expected Range (28.5km)
- Crusader Gun Tube Expected Range (36km)
- Rotating Band/Obturator Compatible with Crusader



Status: EMD Planned Actions: TC 4QFY00, MR 4QFY01

Funding: ~\$7M (*2 years anticipated*)

Opportunities for Industry: Parts for Production -

- * Projectile Metal Parts
- * Load/Assemble/Pack
- * Base Burner

POC: R. Kased (973-724-4519)

Committed to Excellence

40 mm XM1001 Canister Cartridge

- P3I-GROUP II of ROC for 40mm MK19 Grenade Machine Gun

- High Velocity Canister Cartridge

Provides AP Capability from Weapon Muzzle to 100m

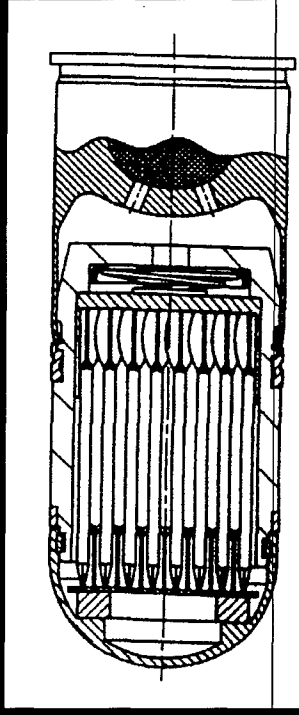
Status: Development

Planned Actions: TC 2QFY00, MR 3QFY01, FUE 4QFY01

Funding: Anticipated \$6M for Future Production

Opportunities for Industry: Anticipated Full Rate Production

POC: P. Tang (973-724-7924)



Committed to Excellence

Modernize Demolition Initiators

M9, M11, M12, M13, M14, M15, & M81

- Non-Electrical Demolition Initiation
- Improve Emplacement & Execution of Demolition Mission

Status/Planned Action: Production

Funding: \$24M (5 years anticipated)

Opportunities for Industry:

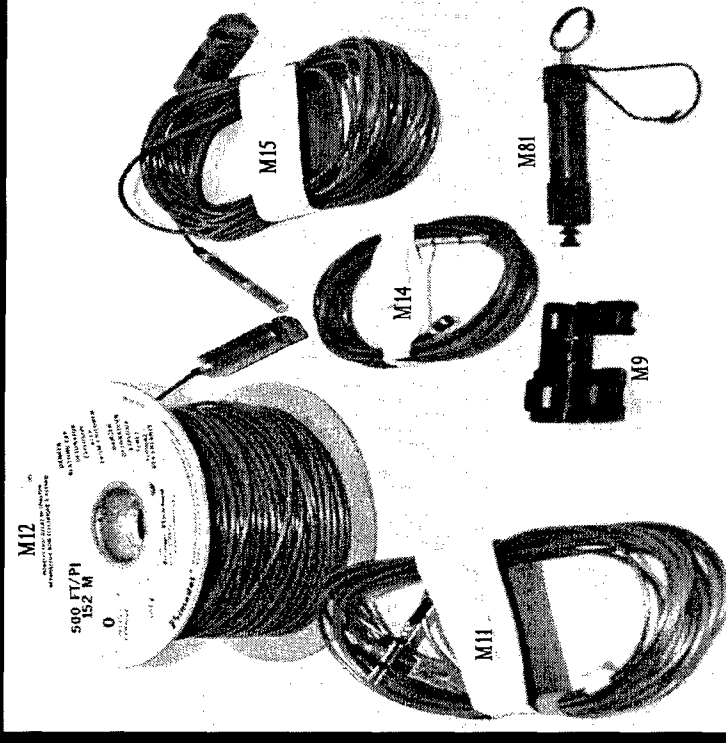
* FFP Competitively Awarded

Contract FY99 - options for FY00-03

* M81 Awarded Contract FY99 - options for FY00

* M14 Award Contract FY00 - options for FY01-03

POC: J. Schneider (973-724-2353)



Committed to Excellence

XM 1155 Portable Inductive Artillery Fuze Setter

- Allow Current 105MM & 155MM Sys. to Utilize Next Generation Inductively Settable Fuzes
- Support of XM782 Multi-Option Artillery Fuze

Status: Tech Base

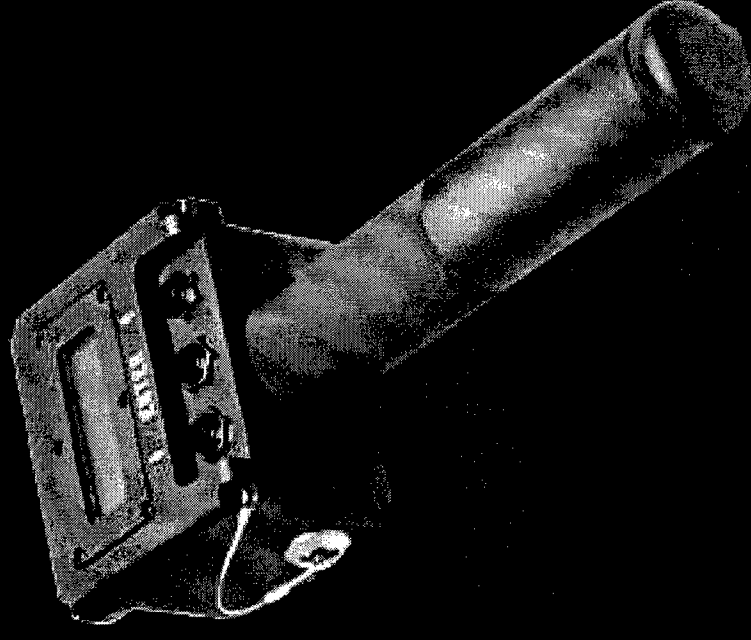
Planned Action: TC 3QFY00

Funding: \$4.6M (*2 years anticipated*)

Opportunities for Industry:

- * Competitive FY99 Program to Design & Build TC Hardware
- * Production for 3500 Units to Start in FY00

POC: G. Eckstein (973-724-4216)



Committed to Excellence

XM782 Multi-Option Fuze for Artillery

- Performing Time, Proximity & Point Detonating Functions for all 105mm & 155mm Bursting Projectiles
- Supporting Crusader High Rate-of-Fire Timeline & Automated Ammo Handling
- Simplifies Logistics of Artillery Ammo Mix

Status: Pre Production Qualification Testing

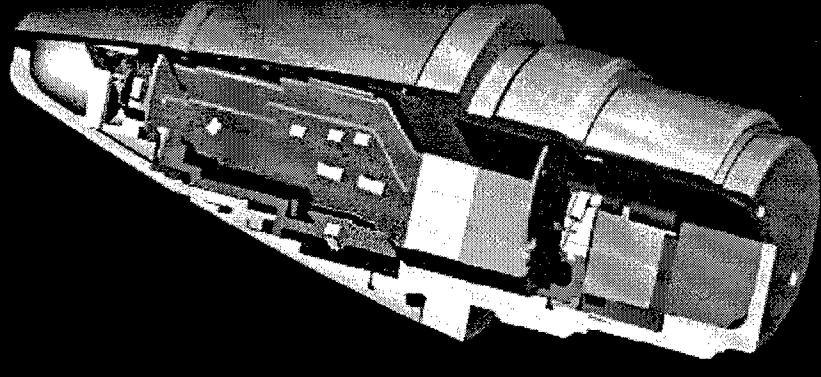
Planned Actions: TC 4QFY99,
Initial Production FY00

Funding: \$170M (*5+ years anticipated*)

Opportunities for Industry : Competitive Production to Start FY01

POC: G. Eckstein (973-724-4216)

Committed to Excellence



Wide Area Munition (WAM)

Product Improvement Program (PIP)

- Builds Upon Basic WAM Technology
- Two-Way Command and Control Via SINGGARS
- On/Off/On and Redeployability

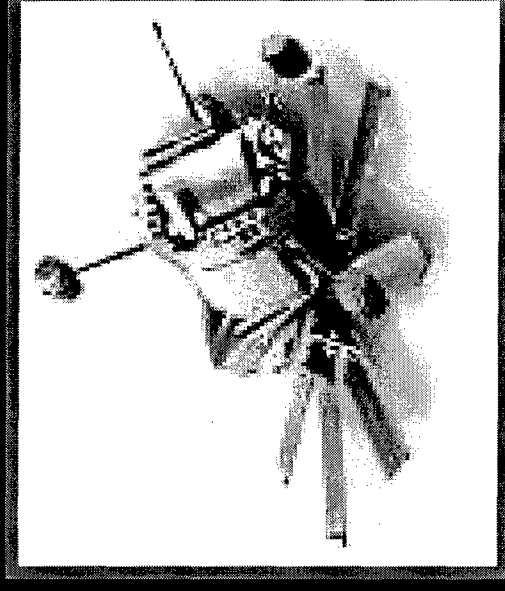
Status: EMD Contract

Planned Actions: TC-LRP 4QFY00, TC-STD 2QFY02

Funding: \$26.3M (*2 years anticipated*)

Opportunities for Industry: SINGGARS compatible Munition Transmitter-Receiver, Hand-Held Terminal Unit, Embedded GPS Card.

POC: G. Telschow (973-724-3521)



Committed to Excellence

Advanced KE Cartridge Program

Direct Fire Lethality Advanced Technology Demonstrator

- Enhanced Lethality KE Penetrators to Defeat Current & Future Armored Threat Target
- Techniques to Enhance Accuracy of Gun Launched Projectiles

Status: Tech Base

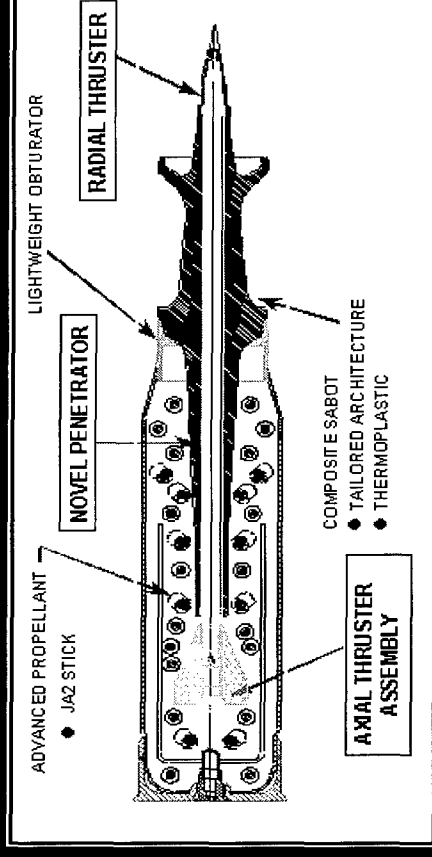
Planned Actions: ATD FY02, EMD FY02

Funding: \$18.2M (3 years anticipated)

Opportunities for Industry:

- * Next Generation KE Cartridge Development - FY02
- * Novel Penetrator Technology Application to Small & Med. Caliber Ammo & Missiles

POC: S. Musalli (973-724-6108)



Committed to Excellence

Intelligent Combat Outpost (ICO) Raptor

- Evolved from the Intelligent Minefield ATD
- Smart, Autonomous (man-in-the-loop optional), Anti-Armor/Vehicle System
- Combination of Sensors, Munitions & Communication Networks

Status: Pre-MSI

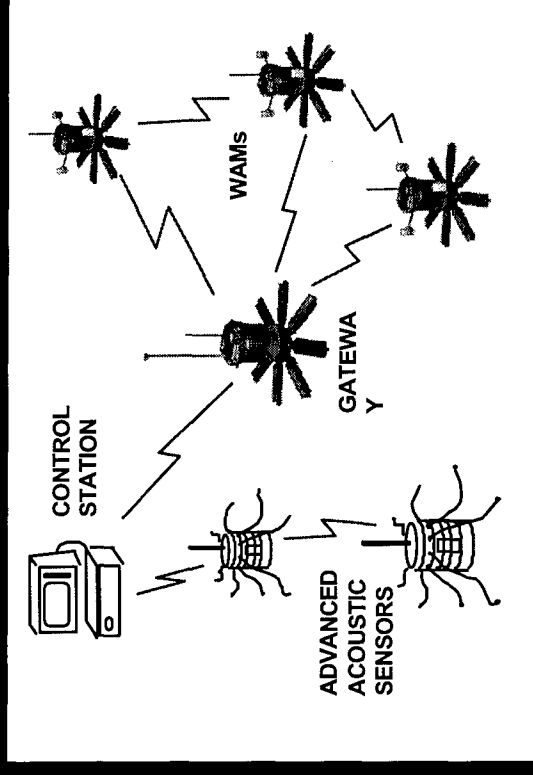
Planned Actions: ORD FY99, MSI 4QFY99, PDRR 1QFY00, MSII 4QFY02, EMD 1QFY03

Funding: \$60M (5 years anticipated)

Opportunities for Industry: Competitive System Procurement at the Inception of PDRR FY00. Subcontracts to the Winning Prime for:

- * Network Radio's for Long Range Communication
- * Data Fusion Software
- * Acoustic & Seismic (over the hill) Sensors
- * Control Station Software Development
- * Simulation Support

POC: R. Wagner (973-724-7848)



Committed to Excellence

Future Combat Vehicle Armament Technologies Program

- Critical Long-Lead Technologies for a Future Combat Armament System
- Modeling & Virtual Simulation
- Overwhelming Multi-Role Lethality in both Direct & Indirect Conditions

Status: Tech Base

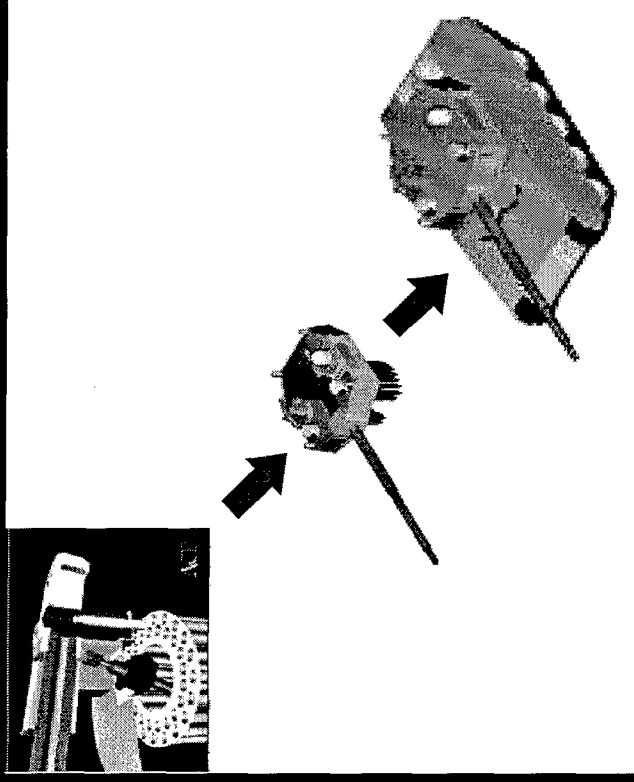
Planned Action: MSI FY03

Funding: \$17.2M (*4 years anticipated*)

Opportunities for Industry:

- *Joint Government/Industry Teaming on Vehicle/Armament Concepting Activities
- *New Innovative Multi-Role Family of Ammunition Concepts
- *Applications of Innovative Technologies for Smart Munitions

POC: A. Sebasto (*973-724-6192*)



Area Denial System Technology Program

- Weapon Sys. to Replace Conventional Mining Operations
- Sensors & Communications
- Maneuverable Weapons Platform

Status: Tech Base

Planned Actions:

- * Develop Simulation & Modeling Tools to Evaluate Concepts in DIS
- * Demonstrate Sensor Technology & Robotic Delivery Sys.

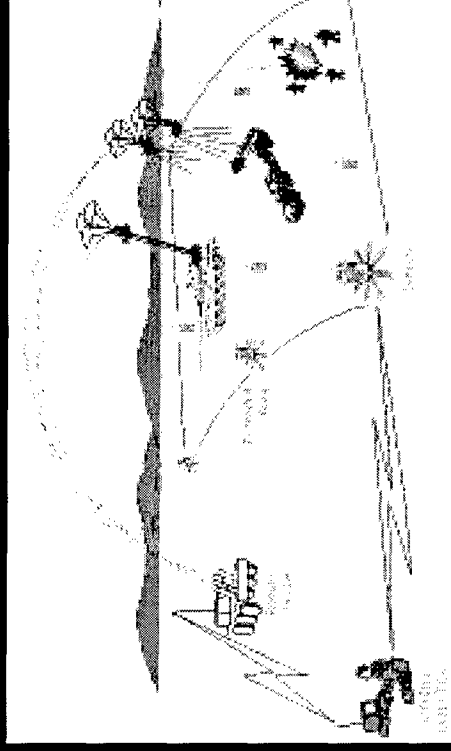
Funding: \$13.5M (*4 years anticipated*)

Opportunities for Industry:

- * Sensors to Detect Personnel & Vehicles Under Wide Variety of Conditions
- * IFF & Robotic Capabilities
- * Improve Targeting for Standoff Weapons Platform

POC: G. Lutz (973-724-7848)

Committed to Excellence



Advanced Sensors

- Enhance Current Smart Submunitions
- LADAR/IR
- MMW (*Ka Band; W Band*)
- Gun Hardened Sensor Suites
- Algorithm Development

Status: Tech Base

Planned Actions: Design & Fabrication

Captive Flight & High-G Testings

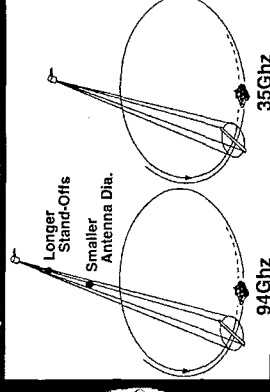
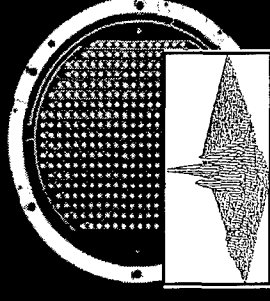
Funding: \$4.8M (*3 years anticipated*)

Opportunities for Industry:

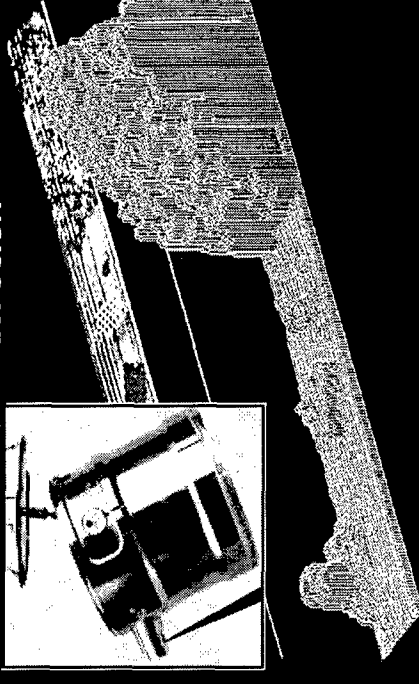
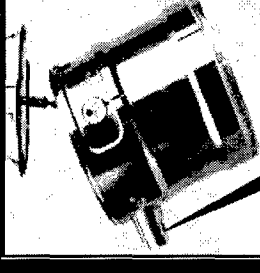
- * Innovative Sensor Technologies
- * New Component & Weapon Systems Applications
- * Improve Manufacturing Processes for Sensors/Electronics

POC: A. Pezzano (*973-724-4829*)

HIGH FREQUENCY MMW



IR/LADAR FUSION



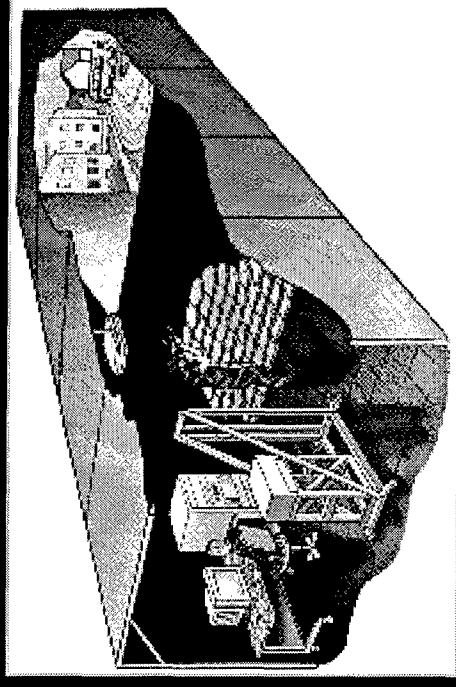
Committed to Excellence

Team Crusader



Armament Technology Facility (ATF)

- 100 & 300m Indoor Ranges
- Experimentation & Diagnostics
- Small Arms Simulator - DIS Node Connectivity
- Environmental
- Modeling & Simulation



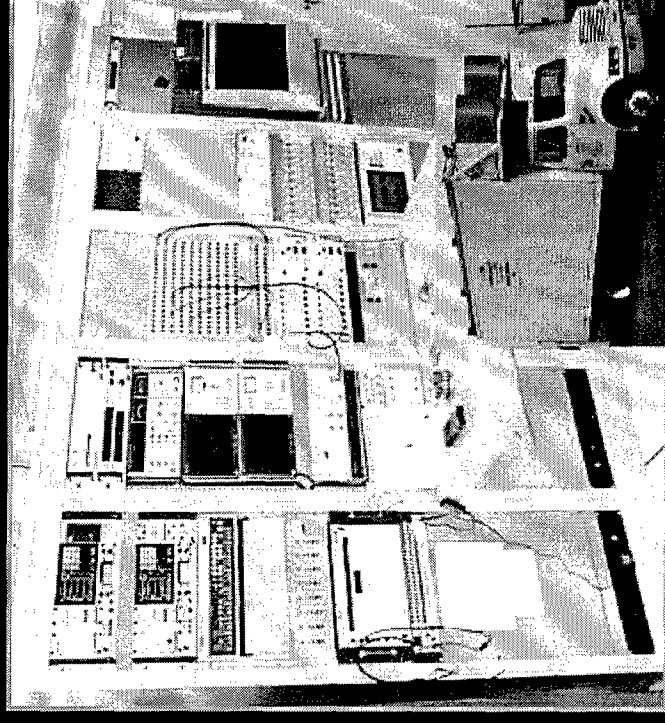
POC: C. Johnson (973-724-6054)

Committed to Excellence

Telemetry Facility

- High-G Telemetry Instrumentation System - Design and Development, Fabrication and Test
- Electro-Mechanical Fabrication & Encapsulation Labs
- Instrumentation Vans for Field Test Support
- RF & Memory Data Acquisition
- Ground Station for Evaluation, Qualification, Data Acquisition and Analysis
- High Speed Video & Telemetry Video Systems
- Rapid Circuit Prototyping

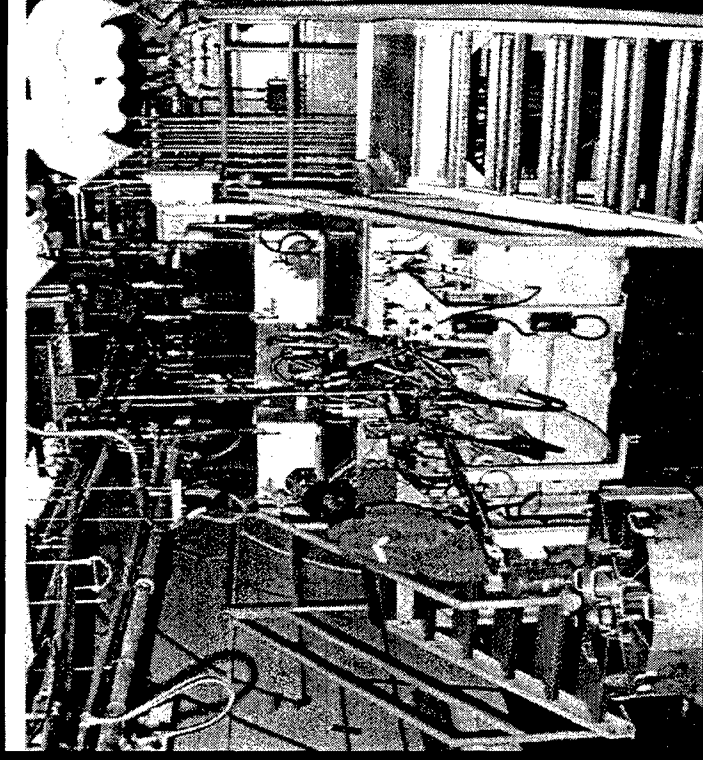
POC: Sal Longo (973) 724-6251



Committed to Excellence

Gun Propellant Experimental Facility

- Formulation of New Propulsion Concepts
- Transition to Development due to Flexibility & Range of Software/Equipment
- Thermochemistry Software:
 - * Laboratory Formulation
 - * Closed Bomb Ballistic Evaluation
 - * Ballistic Calculations
- Equipment:
 - * Fluid Energy Mill Grinding of Energetic Materials to a Desired Particle Size
 - * Formulation of up to 100lbs of Propellant-STD Technique
 - * State of the Art Twin Screw Extrusion *(Picture)*
 - * Sensitivity Testing of Formulations

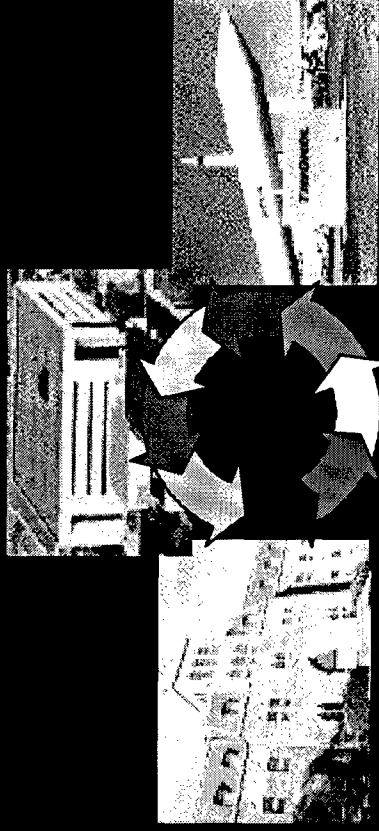


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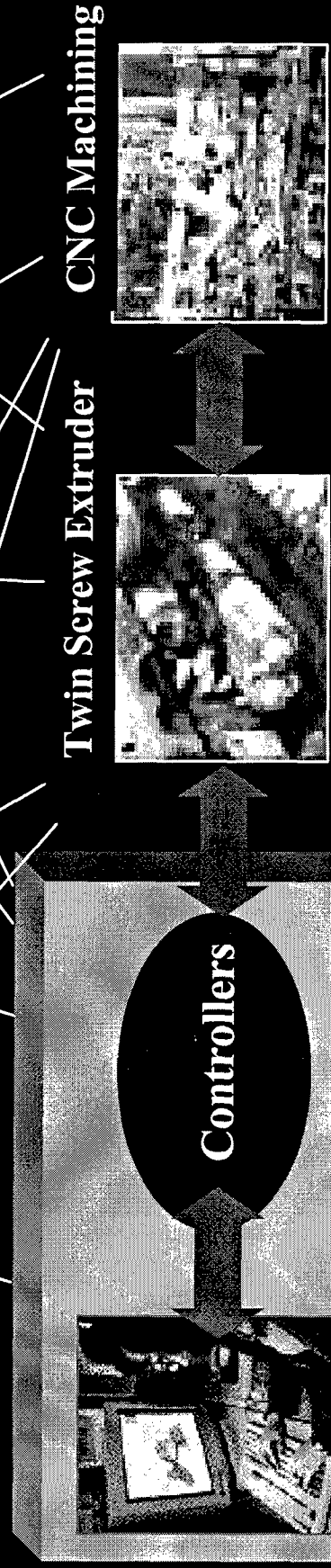
Totally Integrated Munitions Enterprise

Concept:

- Level 1: "Operation Control"
- Level 2: "Integration of Operations with Business Practices"
- Level 3: "Communication Between Remote Sites"



Material Resource Planning ↔ Activity Based Cost Accounting ↔ Computer Aided Logistics ↔ Monitoring, QA, and Surveillance



Committed to Excellence

How to do Business with ARDEC

(<http://www.pica.army.mil/pica/busops.html>)

- Cooperative Research & Development Agreements (CRADAs)
- Dual Use Science & Technology Program
- Use of ARDEC Test Facilities

POC: Tim Ryan (973) 724-7953

- Independent Research & Development Program

- Picatinny Innovation Center

POC: James Greenfield (973) 724-6048

- Small Business Innovative Research (SBIR)

POC: John Saarmann (973) 724-7943

- Technical & Industrial Liaison Office:

- Unsolicited Proposals

- Concepts

- Commercial Product Offers

- Army Potential Contractor Program

POC: Elaine Serao (973) 724-7349

- Small Business Office, POC: Mike Cecere (973) 724-2410

52 Active Cooperative Research and Development Agreements (CRADAs)

15 - NJ CRADAs and 37 - Other State CRADAs

NJ CRADA Examples:

* Armand Corp	Transportation Modeling & Simulation
* Computel	Interactive Multimedia Communication
* County College of Morris	Picatinny Innovation Center
* C-Tech Associates	Soldering and Cabling Technology
* Lifeline Carpet Systems	Photoluminescent Emergency Exit Systems
* Multi Arc	Ceramic and Metallic Coatings
* New Jersey Inst of Tech	Environmental R&D
* Quality in Manufacturing	Soldering Technology
* Rutgers University	Transportation Infrastructure Technology

POC: Jim Greenfield (973) 724-6048 & Tim Ryan (973) 724-7953

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TACOM ARDEC A76

-
- Goal - Obtain Most Cost-Effective Services Through Open Competition Between an In-house Bid & a Best Value Contractor
 - Scope - 262 Positions (Subject to Revision Over Course of the Study)

Directorate of Logistics (72)

Directorate of Public Works (60)

Directorate of Public Safety (23)

External Affairs (2)

Directorate of Corporate Info & Technology (94)

Logistics Support Eng. Ctr (11)

- Schedule (Tentative)

- Issue Solicitation By June 1999

POC: G. Ferdinand (973-724-2330)

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Public-Private Partnership Goal

- Over 1,500 Acres Available for Development
- Over 4M Square Ft Under Roof
- Ideal Location with Infrastructure in Place
- Leadership & Community Support
- Significant Technology & Equipment
- Early Developer Interest



Capture Value of Picatinny Real Property

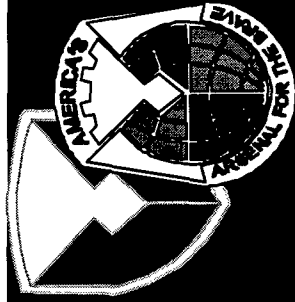
- Area of Interest for Development
 - R&D, Education, Office, & Lab Facilities
 - Recycling & Warehouse sites
 - Hotel/Conference Center

POC: H. Marucci (973-724-3619)

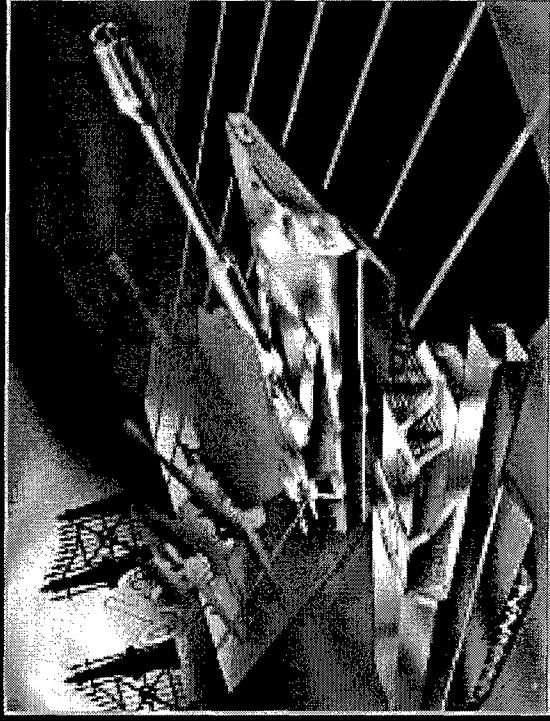
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What I Want to Leave You With

- **Mission:** Research & Development, Engineering
Not Manufacturing
- **Core:** Integration, Unique Technical Expertise
- **Opportunities:** Technical, Sub Contractors,
Facilities
- **Business with ARDEC:** CRADA's, Task Force
Alpha, A76, & SBIR



US ARMY
TANK-AUTOMOTIVE AND ARMAMENTS COMMAND
ARMAMENT RESEARCH, DEVELOPMENT AND
ENGINEERING CENTER
(TACOM-ARDEC)

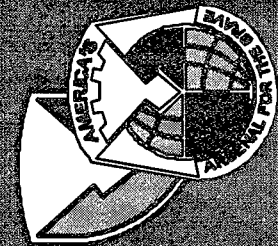


PRESIDENTIAL RECOGNITION FOR QUALITY
RECIPIENT OF THE QUALITY TRIPLE CROWN

Advanced Planning Briefing for Industry

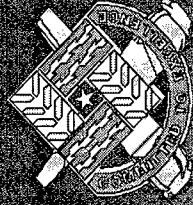
Presented by
Mr. Michael Fisette
Technical Director
28 October 1998

Tank-automotive & Armaments COMmand



TACOM

*Mobility and Firepower
for America's Army*



TACOM-ACALA

Overview

TACOM APB/FY99

28 October 1998

Lynn DeRoche
Executive for Contracting
TACOM-ACALA

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Tank-automotive & Armaments Command
Committed to Excellence

A Common Vision

The Army Vision

AMC Vision

TACOM's Vision

TACOM-ACALA Vision

***The best in customer support,
today & tomorrow***



Taking America's Army into the 21st Century

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A Common Objective

National Military Strategy

Defense Planning Guidance

The Army's Mission

AMC Mission

TACOM Mission

TACOM-ACALA Mission

Provide worldwide armament, sets, kits and outfits (SKO) and chemical defensive equipment acquisition and integrated materiel, weapon system and security assistance management to field and sustain best value to our customer.

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Tank-automotive and Armaments COMmand

Special Staff/
Chief of Staff

COL G. Bishop

TACOM

CG, MG R. E. Beauchamp
Dep to the Cmdr, Mr. D. R. Newberry

Chief Counsel
Ms. V. Richards

Inspector General
LTC S. Gravin

Deputy for
Systems Acquisition
(DSA)

COL J. Urias

Armament &
Chemical
Acquisition and
Logistics Activity
(ACALA)

Mr. J. Morgan

Armament
RDEC
(ARDEC)

BG J. Geis

Resource
Management
Center

Mr. A. Gianfermi

PEO
Ground Combat
& Support Systems
(GCSS)

MG J. F. Michitsch

Acquisition Center

Mr. D. Mehney

Integrated
Materiel
Management
Center
(IIMMC)

Mr. L. Scheuble

Tank Automotive
RDEC
(TARDEC)

Mr. J. Chapin

U.S. Army
Garrison -
Selfridge

LTC P. Roberts

Other PEOs:

- Tactical Missiles
- Missile Defense
- Aviation
- Intelligence and Electronic Warfare

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Small
Business
Office

TACOM-ACALA
OFFICE OF THE DIRECTOR

Operations
Office

Safety Office

Legal Group

BUSINESS
MANAGEMENT
OFFICE

SECURITY
ASSISTANCE
MANAGEMENT
OFFICE

ACQUISITION
CENTER
TACOM-ACALA

NATIONAL
MAINTENANCE
POINT

LOGISTICS
PLANNING &
EXECUTION
CENTER

FIELD SERVICES
OFFICE

FIELD
ARTILLERY
PRODUCT
CENTER

ARMOR
PRODUCT
CENTER

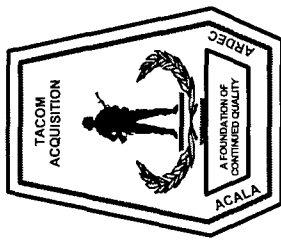
AIRCRAFT
ARMAMENT &
SMALL ARMS
PRODUCT
CENTER

CENTER
FOR TOOLS
& TRAINING
ASSISTANCE

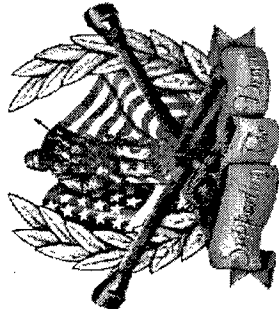
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TACOM Acquisition Center



TACOM-ACALA

Contract
Policy

Operational
Control

TACOM-ACALA Acquisition Center

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TACOM-ACALA FACTS AND FIGURES

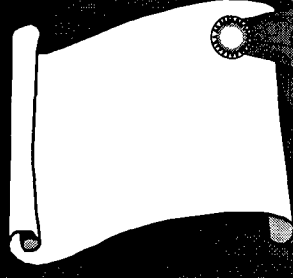
People	1,142
Total Budget	\$788.1M
NSNs Managed	22,249
Requisitions	260,259
Total Sales	\$334.5M
Systems	2,038
Inventory Levels	\$1.2B

**** Committed To Excellence***

TACOM-ACALA Is Proud Of:

Awards

- * VP Gore's Heroes of Reinvention Hammer Awards:
Mortar, Paladin, ALT/PLT, and NonImproved Periscope Teams
- * TACOM-ACALA Coach of the Year
- * TACOM-ACALA Team of the Year
- * Secretary of the Army Suggester of the Year Award
- * Secretary of the Army Publications Improvement Award
- * Education 2000: Soaring Eagles Mentoring Program
- * Bring Your Daughters and Sons to Work Day
- * TACOM-ACALA EEO Person of the Year Award: RIA Installation
- * Secretary of Defense Productivity Excellence Award
- * Army Small Business Team of Excellence
- * EEO Person of the Year



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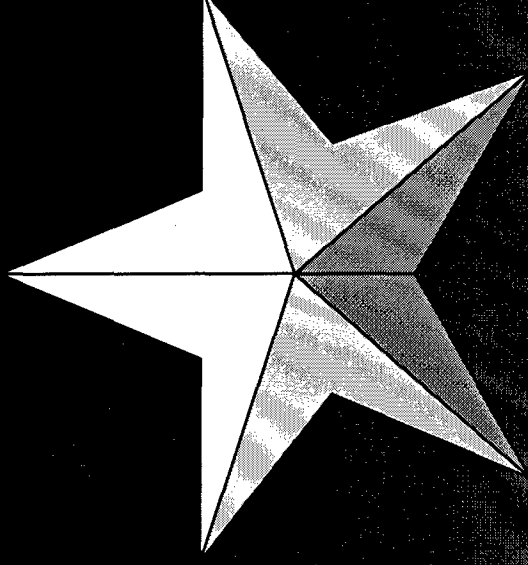
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TACOM-ACALA Is Proud OF:

Mission

- TACOM-ACALA Academy
- AMC Tools Mission
- ALT/PLT Reduction
- JTM/JCALS: First Site
- Exec Agent for Loans , SDRs, Stock Pos
- AMC WWW Log Mission (AEPS)

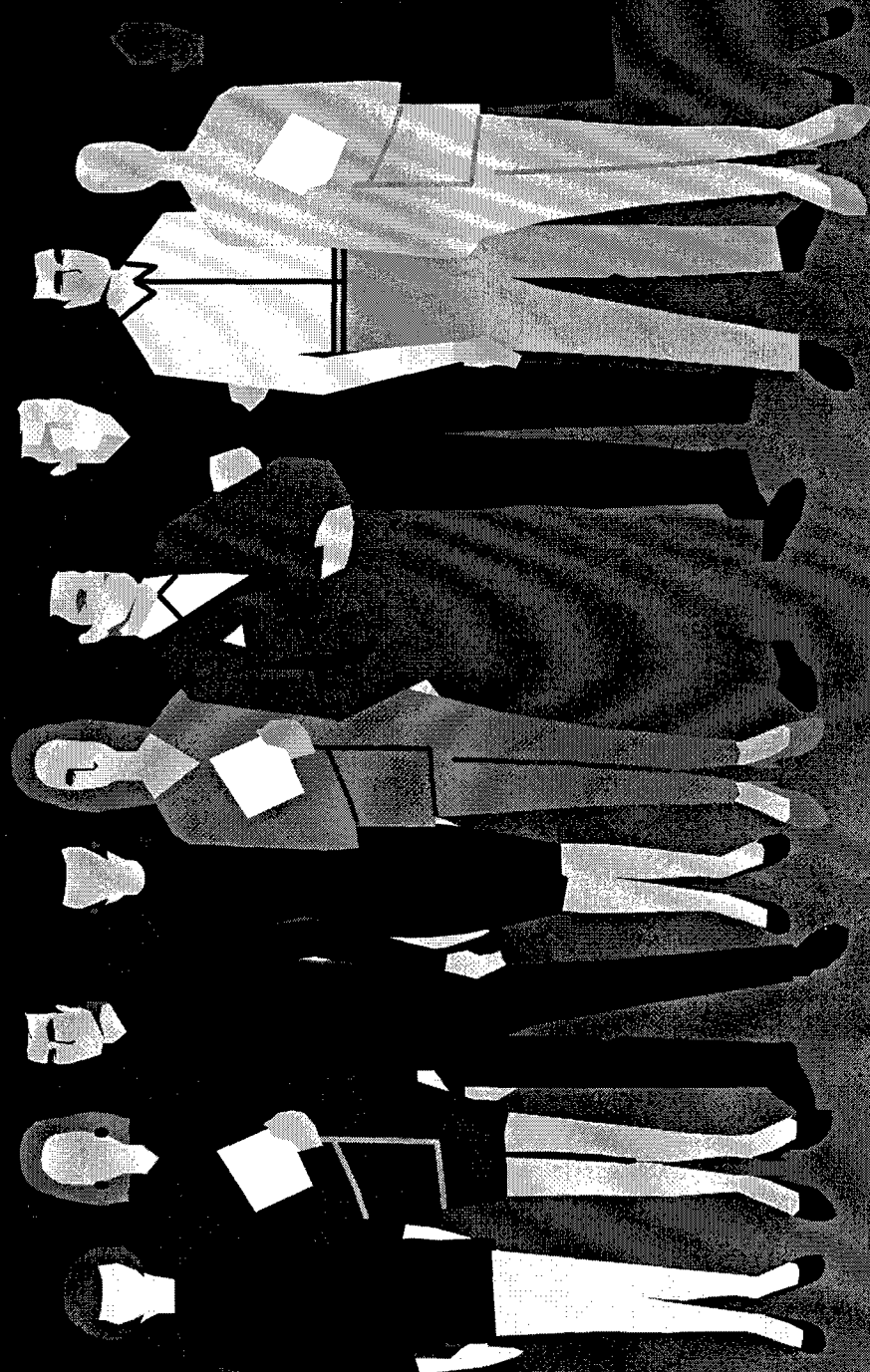


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PRODUCT CENTER COMMUNITY



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PRODUCT CENTER COMMUNITY

Team Members

Weapon System Managers
Integrated Logistics Support Mgrs
Inventory Management Specialists
Maintenance Engineers
Equipment Specialists
Technical Writers
Database Managers



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PRODUCT CENTER COMMUNITY

Team Members

Co-Located Persons

Contract Specialists

Budget Analyst

QA & System engineers

Security Assistance Liaisons

LAR NET/TPF (AD HOC)

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PRODUCT CENTER COMMUNITY

Team Members

Co-Located Persons

VALUE ADDED THROUGH TEAMING!

Reduced in-house response time among team members
Prompt customer service for product inquiries

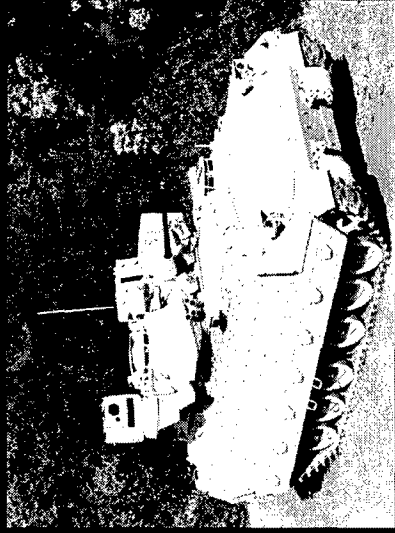


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Armor Product Center



BFVS

CEV

Abrams Armor

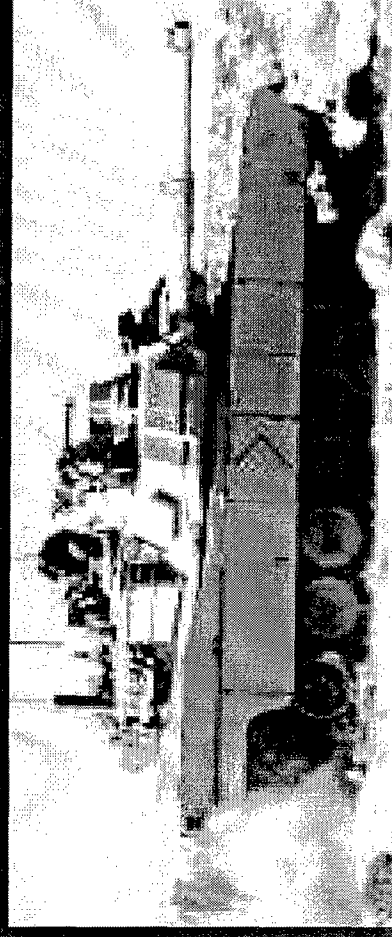
M60 Armor

Volcanoes

MICLIC

MOPMS

DSESTS



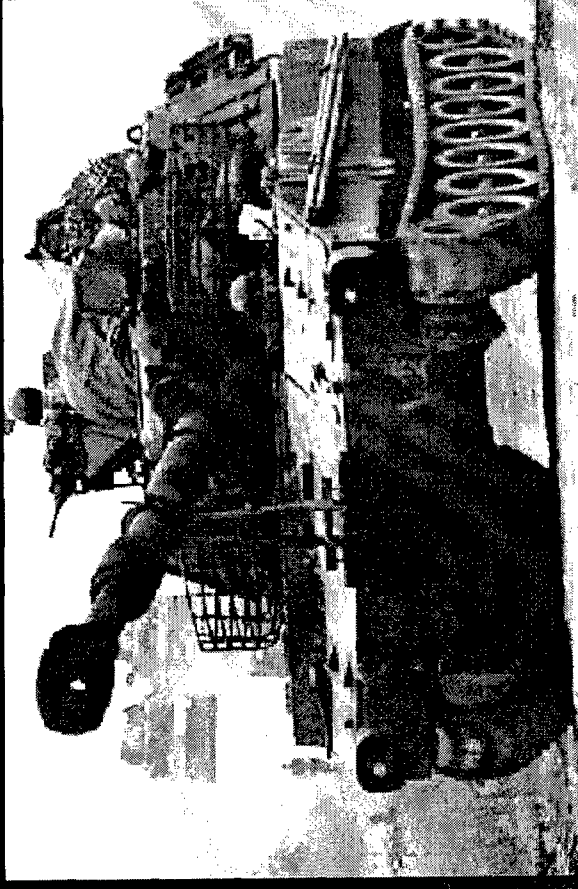
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Field Artillery Product Center

- Crusader
- Paladin
- M109 Series SPH
- M119A1 Howitzer
- M198 Howitzer
- M120 Mortar
- M224 Mortar
- GLPS



**Fire Control
M90 MVS
PADS**

Center for Tools & Training Systems

**AMC PM for SKOs
and Tools**

Tool Sets

Support Equipment

Mobile Shop Sets

Diving Equipment

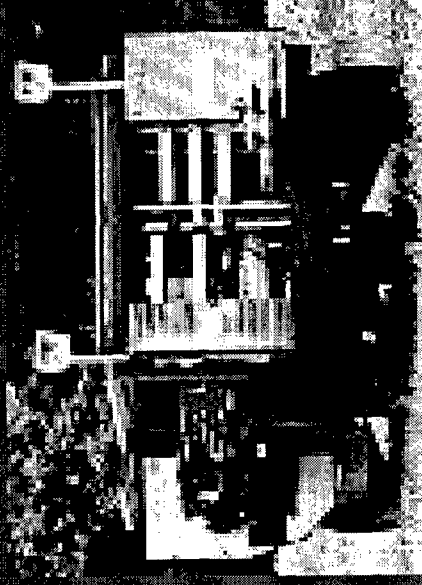
Landing Mats

Air Compressors

Live Fire/Target

Training Systems

Tank Target Mechanism



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Aircraft Armament/ Small Arms Product Center



**Apache Arm & FC
Kiowa Armament
Cobra/Comanche
M16A2 Rifles
M249 SAW
Mk19 GMG
M9 Pistol
Soldier Optics
M60, M2 MGs**

**M242 Bushmaster
M203 Gren Launcher**

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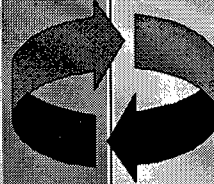
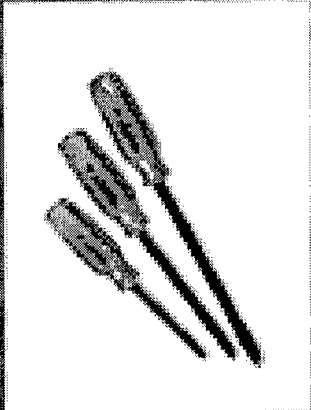
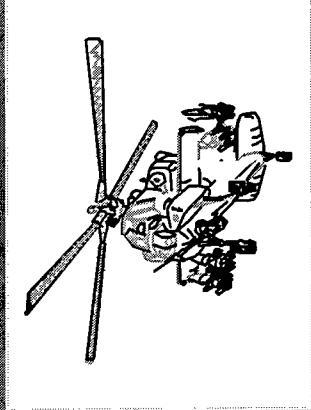
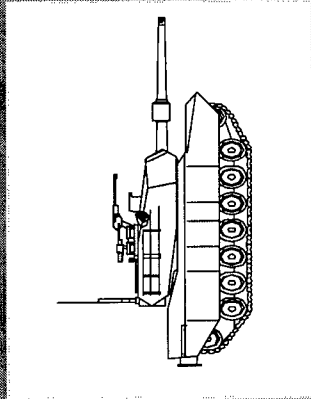
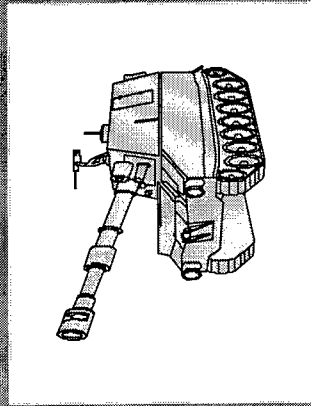
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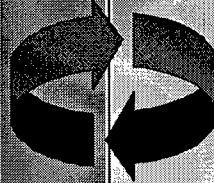
Product Center / Acquisition Center

Functional Relationship

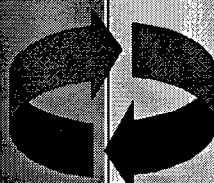
TACOM-ACALA PRODUCT CENTERS



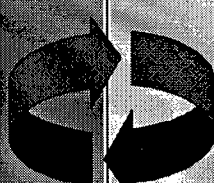
IPT



IPT



IPT



**ARTILLERY
& MORTAR
GROUP**

**ARMOR
& FIRE
CONTROL
GROUP**

**SMALL ARMS
& AIRCRAFT
ARMAMENT
GROUP**

**CHEMICAL
& FIELD
SUPPORT
GROUP**

TACOM-ACALA ACQUISITION CENTER²

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TACOM-ACALA Acquisition Center

Lynn DeRoche
Executive for Contracting
(309) 782-3223

MAJ Jack David
Deputy
(309) 782-3224

Marilyn Strieter
Armor & Fire Control
(309) 782-3425

Sally McGlone
Artillery & Mortar
(309) 782-4524

Margaret Rowe
Chemical & Field Support
(309) 782-5521

Allen Hale
Small Arms & Aircraft Armament
(309) 782-5553

Sally Husson Turke
Contracting Operations
(309) 782-3798

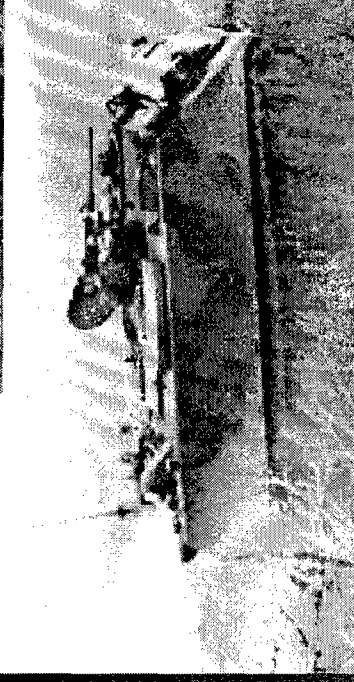
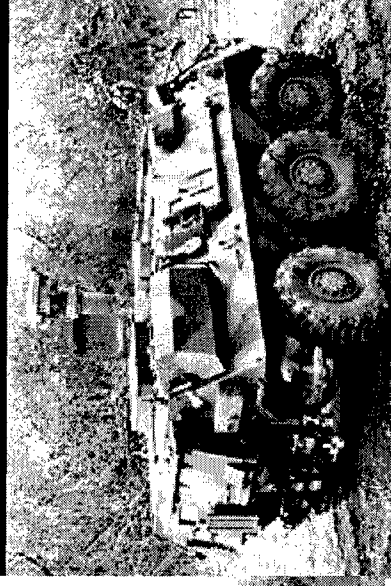
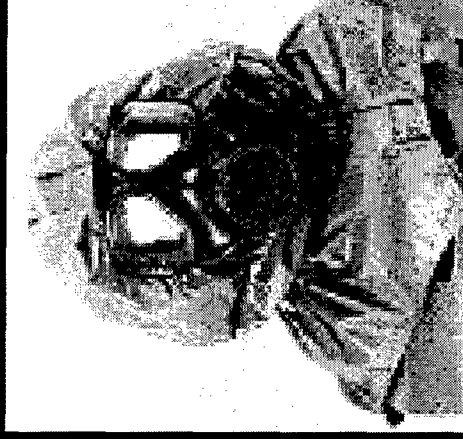
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19/64

Chemical & Field Support Group

- ***Chemical Branch***
 - ***M40 Mask Family***
 - ***Collective Protection Equipment***
 - ***Filter Units (Gas & Particulate)***
 - ***Detection Programs***
 - ***Decontamination Programs***
 - ***Smoke Generator Programs***



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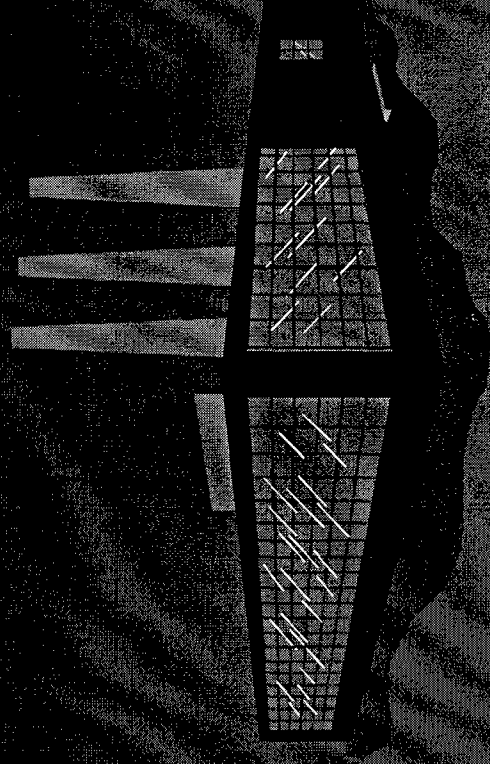
20/64

Our Business Relationship With the Depots

Anniston
Army Depot



Red River
Army Depot



01 OCT 98

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21/64

CONTRACTING OPERATIONS GROUP

Process & Procedures Team
Contract Pricing Team
Contracting Automation Team
Production Support Team

*Acquisition
Systems
Support
IPTs*

Regulatory & Procedural
Expertise

Recognized
by AR ARIAT
for Innovative
Business
Practices

Chemical &
Field Support

Armor
& Fire
Control

Artillery
&
Mortar

IPT

Small Arms &
Aircraft
Armament

Executive for Contracting - ACALA

Pricing & Negotiation
Expertise

Production & Technical
Expertise

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PARADIGM SHIFT

IPTs Are Changing the Acquisition Process

THEN

***Contracting Officer
Isolated
Integration
Problem Solving
Administration
Analysis***

NOW

***IPTs Transition To
Teamed Approach
Real-Time Documentation
Streamlined Process
Continuous
Improvement***

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23/64

Contracting Initiatives



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24/64

Contracting Initiatives

- **Electronic Contracting**
- **Interface With Industry**
- **Corporate Contracts**
- **Alternate Dispute Resolution**
- **Lead Time Reduction**
- **Partnering**

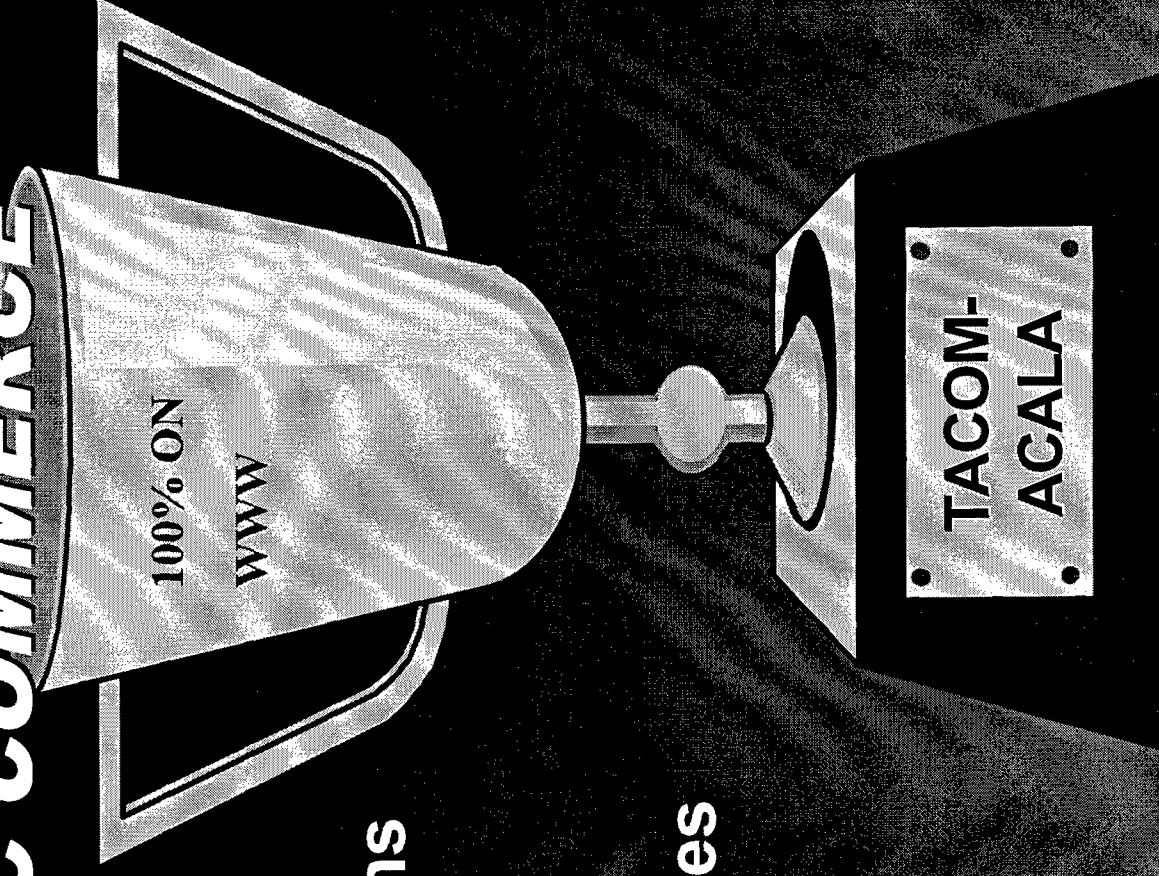
01 OCT '98

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25/64

ELECTRONIC COMMERCE

- DVD/EDI
- Electronic Solicitations
- Tech Data
- Business Opportunities
- Electronic Response
Module



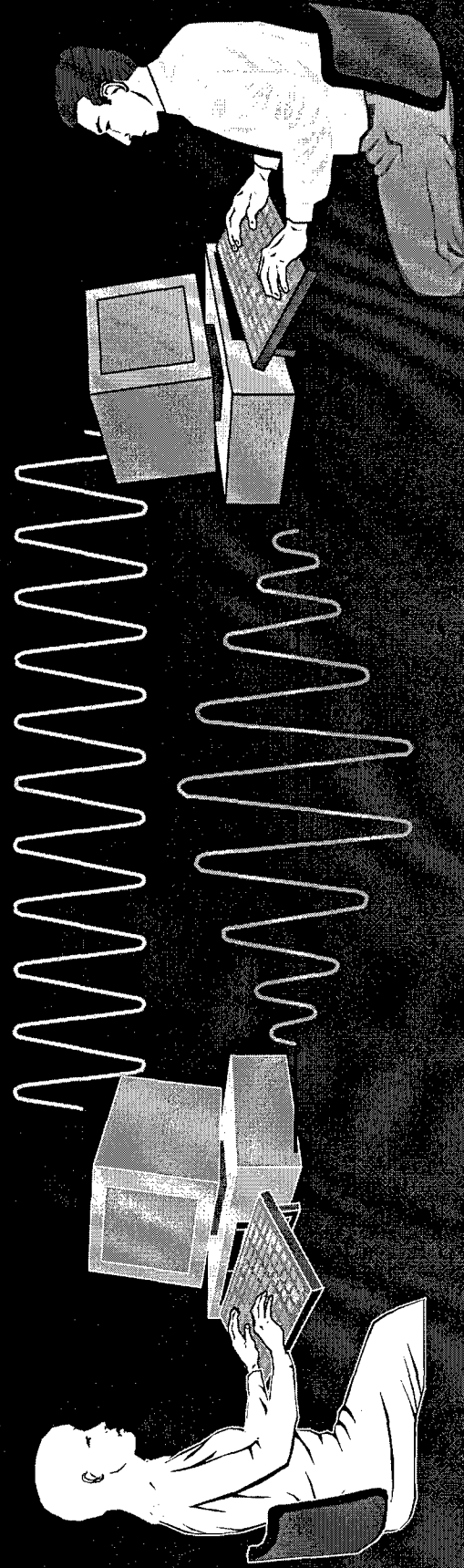
01 OCT 98

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26/64

DVD / EDI

A Success Story!



01 OCT '98

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27/64

DVD / EDI

A Success Story!

PAST ACCOMPLISHMENTS:

IDIQ Contract for Non-Improved Periscopes

First for this Command/ Test Case for AMC

FIVE-Year Contract - Currently in Second Year

313 Electronic Orders Issued through SEP 98

01 OCT 98

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28/64

DVD / EDI

A Success Story!

•FY 98 ACCOMPLISHMENTS:

- Optically Improved Bradley Periscopes
Awarded with EDI/DVD
- Inclusion of DVD into Awarded Contracts:
 - >30 Round Rifle Magazine with
Center Industries (NISH Contractor)
 - >9 MM Pistol Magazine with
Checkmate Industries

01 OCT 98

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29/64

DVD / EDI

A Success Story!

FUTURE EFFORTS:

**Review All High Demand Items
for Use of DVD/EDI.**

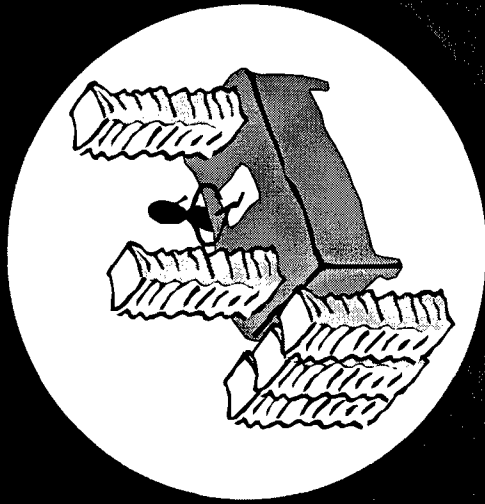
Use of Electronic DD 250's

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30/64

More EDI Contracts



Ideal for
Long-Term Contracts

Faster
Award
Process

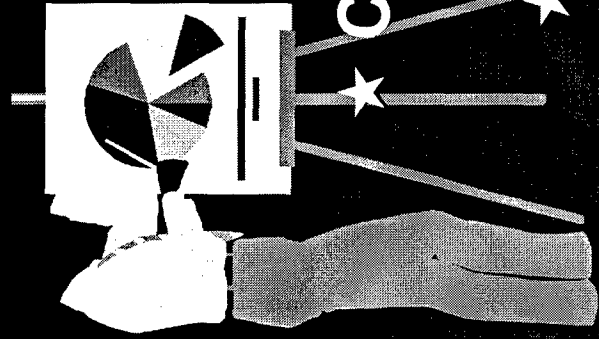
Paperless Awards!



01 OCT 98

31/64

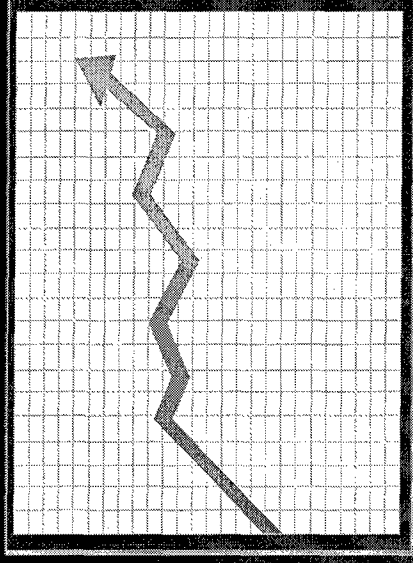
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Business Opportunities

www.tacom.army.mil/acqcen

- ★ Competitive and non-competitive solicitations
- ★ Technical Data Packages
- ★ Solicitation clauses
- ★ All Attachments
- ★ Market Surveys
- ★ Procurement History
- ★ Public Notices of Buys/Awards
- ★ Links to other WWW sites



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Bid Response Module

- Internet Based
- Initially for
Buys Under \$25K
- Targeted for Nov 98



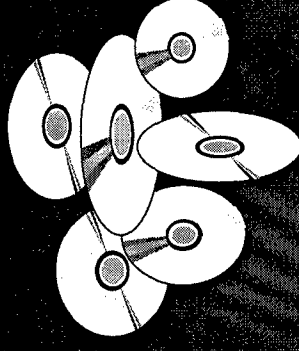
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33/64

More TDPs via the Web

- ◆ Only Unrestricted TDPs on the WWW
- ◆ Cuts down Government Costs
 - ◆ Now average over 45 CDs per buy
 - ◆ Lower mailing costs
- ◆ Immediate access to TDP after issue



INTERFACE WITH INDUSTRY

- **TACOM-ACALA Ombudsman:**

MAJ Jack W. David

- A/C (309) 782-3223

- FAX (309) 782-3169

- E-Mail: ombudsman@ria.army.mil

- Web Site:

<http://www-acala1.ria.army.mil/dabombud.htm>



SMALL BUSINESS ROUNDTABLE

- TACOM-ACALA hosted TACOM's 3rd Small Business Roundtable of FY 98
-



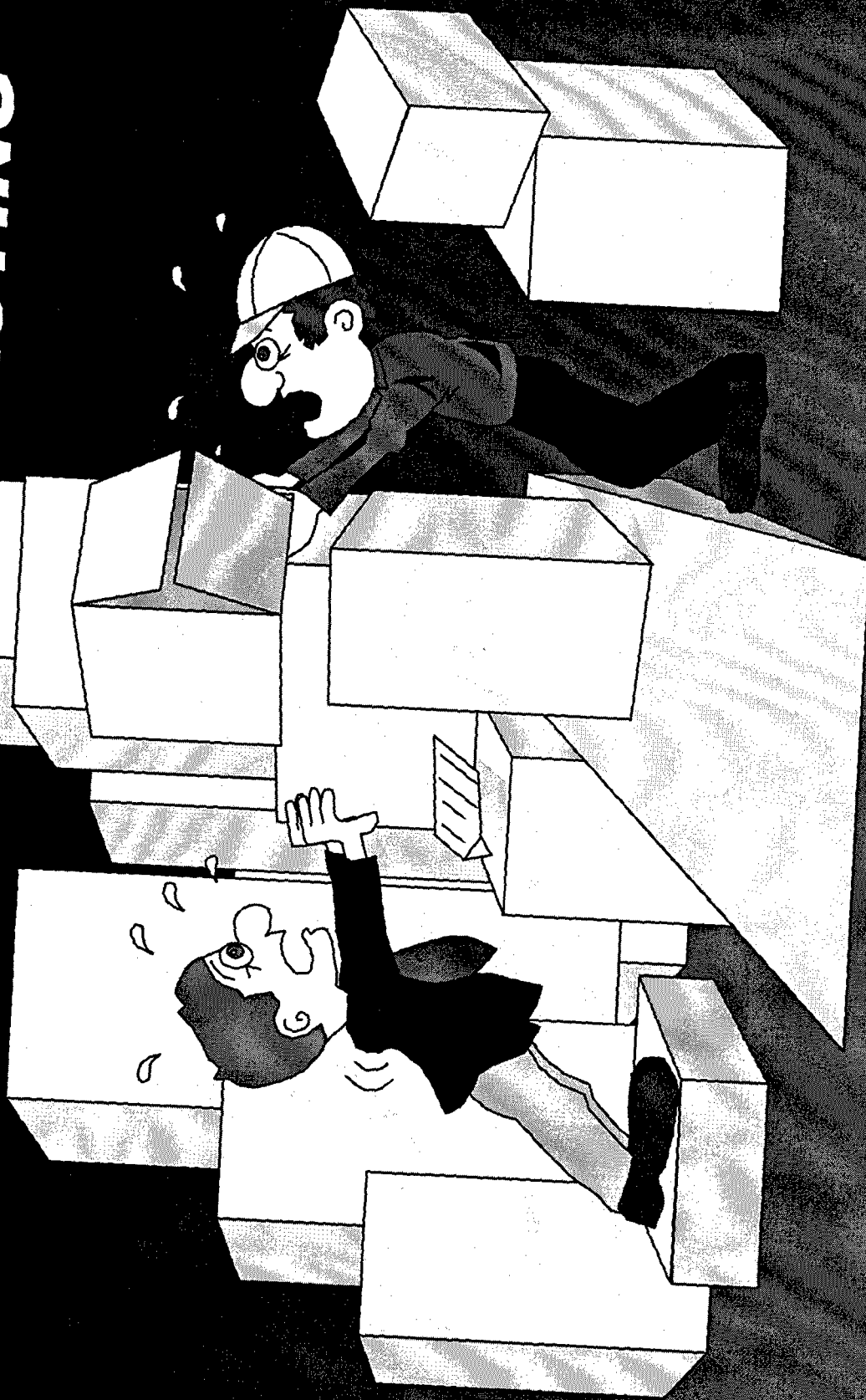
TACOM-ACALA
and small business
to work together
more effectively

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36/64

CORPORATE CONTRACTING



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Corporate Contract Features

- ***Jointly Developed***
- ***Single Contract***
- ***Multiple Ordering Organizations***
- ***Examples:***
 - **Abrams Tank Components (Team Tank)**
 - **30 mm Area Weapons System**
 - **Focused Sustainment**

Abrams Tank Components (Team Tank)

- Sole source to General Dynamics Land Systems
- Long-Term, 5 Year Corporate Catalog Contract Negotiated & Awarded
 - 41 Non-Commercial Line Items Priced and Awarded
 - Formally Verified Pricing Information Available to Other Buying Agencies
 - Incentive for Early Delivery
 - Set up for DVD with Ordering from Multiple Sites



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39/64

30 mm Apache Area Weapon System (AWS)

- Sole source to Boeing Helicopter, Mesa
- Historic PLT of 18 months
- Long-Term (3 to 5 Years) Corporate Catalog Contract Negotiated & Awarded
 - 700 Non-Commercial Line Items Priced
 - Formally Verified Pricing Information Available to Other Buying Agencies
 - 130 Line Items in Formal Requirements Contract
 - Ordering Officers appointed in Product Center

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Focused Sustainment

CONCEPT

Joint TACOM Effort In

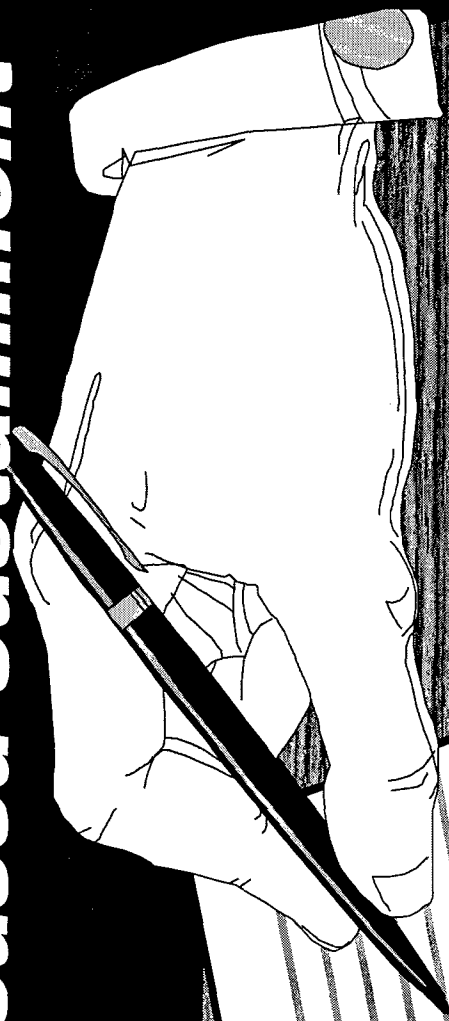
**Partnership with Industry to
leverage Contractor
Capability to Supplement, Not
Supplant, the Army Organic
Sustainment System.**

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41/64

Focused Sustainment



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Focused Sustainment

- ***Multi-Year IDIQ Contract***
 - Four Basic Years
 - Two Options of Three Years Each
 - Six Separate Contractors
- ***AEPS Ordering Interface***

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Focused Sustainment

LEAR SIEGLER - DAAE07-98-D-T060
(Annapolis, MD) Large Business

DIMENSIONS INTERNATIONAL INC - DAAE07-98-D-T061
(Alexandria, VA) Large Business

EAGLE SUPPORT SERVICES CORP. - DAAE07-98-D-T062
(Huntsville, AL) Small Business

LOGISTICS, ENGR & ENVIRON SUP SERV (LESCO) - DAAE07-98-D-T063
(Huntsville, AL) Small 8(a) Woman-Owned

PREMIER PROFESSIONAL SERVICES INC - DAAE07-98-D-T064
(Huntsville, AL) Small 8(a) Woman-Owned

DUCOM, INC. - DAAE07-98-D-T065
(Silver Spring, MD) Small 8(a) Woman-Owned

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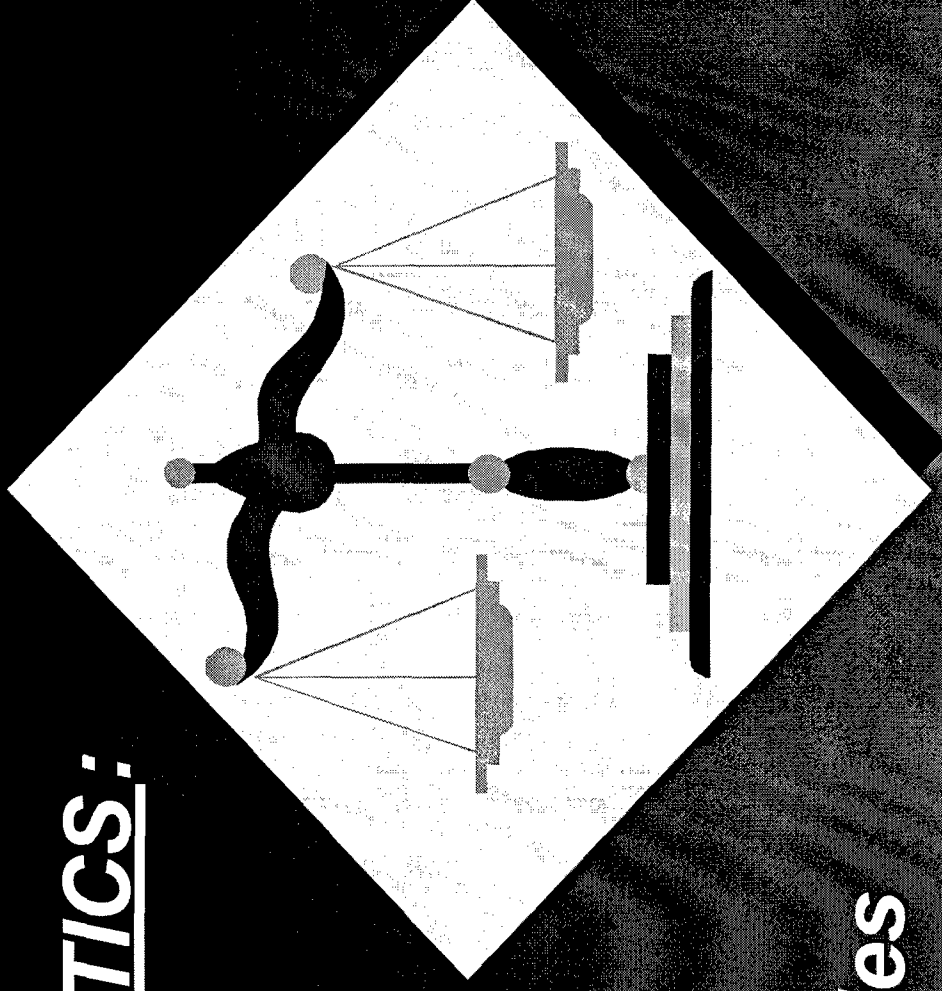
Committed To Excellence

44/64

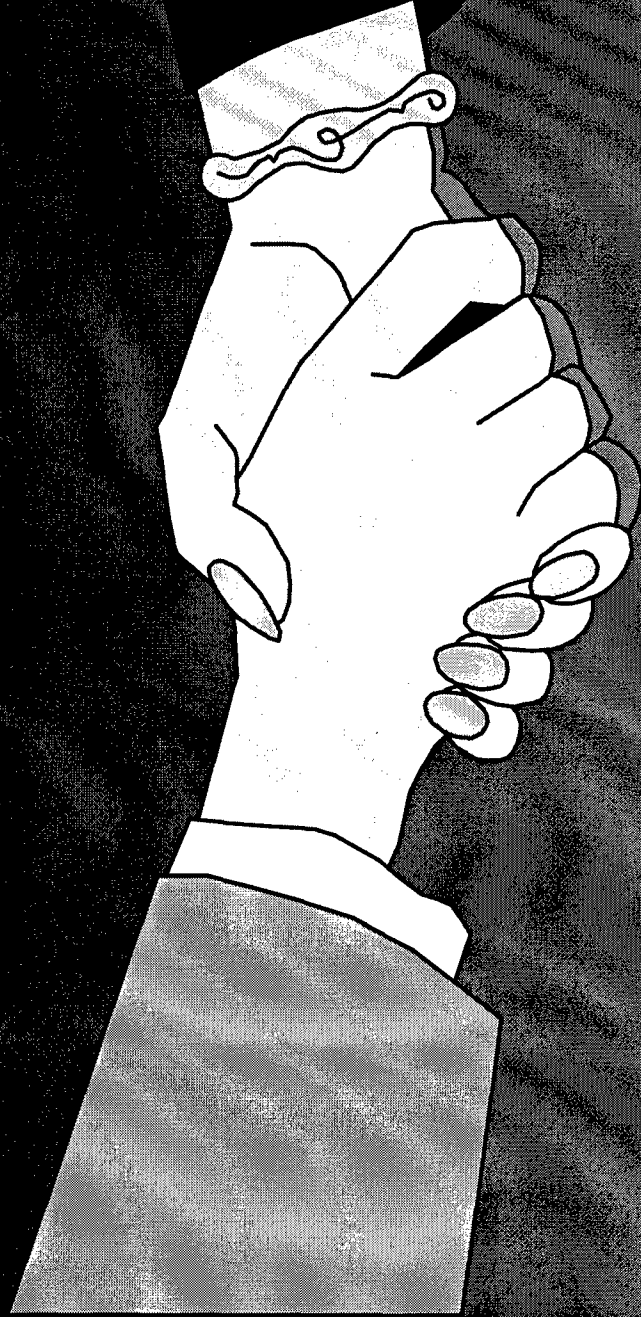
Alternate Dispute Resolution (ADR)

CHARACTERISTICS:

- ***Voluntary***
- ***Expeditious***
- ***Nonjudicial***
- ***Flexible***
- ***Controlled by the parties***



ADR TECHNIQUES



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ADR TECHNIQUES

- **UNASSISTED NEGOTIATION**
 - Elevation
 - Fact finding

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ADR TECHNIQUES

- **UNASSISTED NEGOTIATION**
- **ASSISTED NEGOTIATION**
 - Facilitation & Conciliation
 - Neutral Evaluation
 - Mini-trial
 - Arbitration
 - Summary trial

ADR TECHNIQUES

- **UNASSISTED NEGOTIATION**
- **ASSISTED NEGOTIATION**
- **ADJUDICATION**
 - Binding Arbitration
 - ASBCA

EXPANSION OF ADR

- TACOM-ACALA encourages Contractors to consider ADR
- Summary of techniques available
- Roster of “third parties” being developed
- Workforce training in process

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ADR Success Stories

• Conduct of Fire Trainer Claim (Jan 98):

- Used “mini-trial”
- Resolved long-time “stalled” issues on 1982 Contract, including
 - \$8.1 Million at Issue
 - 1988 defective pricing claim
 - Request for equitable adjustment resulting from 1986 unilateral definitization
 - Final EPA determination and adjustment

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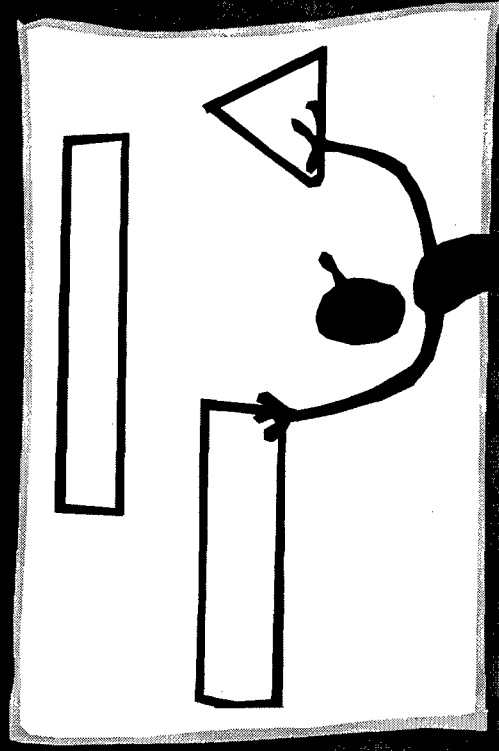
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ADR Success Stories

- ***M60 Butt Stock Dispute (Jun 98):***
 - Used unassisted negotiation
 - Between Director of TACOM-ACALA and Company President
 - Various forms of relief not normally available under ordinary court or board action were agreed upon in the settlement of:
 - Termination for Default
 - Claim in excess of \$300,000 for additional work, alleging a defective Technical Data Package

Leadtime Reduction



- ALPHA Contracting
- Long-Term Contracts
- PLT Reduction

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ALPHA CONTRACTING

Joint
Concurrent
Development
Of Terms,
Conditions,
Prices

Replaces
Lengthy
Consecutive
Process



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BENEFITS of ALPHA CONTRACTING



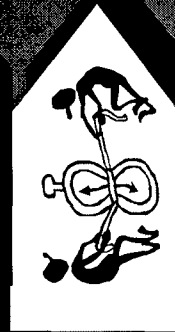
Enhance Communications



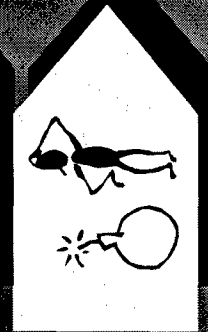
Promote Partnership and Teamwork



Reduce Proposal and Evaluation Costs



Reduce Cycle Time



Reduce Program Risk

**Method Of Choice
On All Sole Source
Negotiated Contract
Activities In
TACOMACALA**

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ALPHA CONTRACTING SUCCESS STORIES



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ALPHA CONTRACTING SUCCESS STORIES

- Apache Area Weapons System, McDonnell Douglas Helicopter Systems, Aug 96
- Winner, McDonnell Douglas Aerospace Quality Award
- M45 Chemical Biological Mask With Campbell Plastics Engr & Mfg, Inc., 8a Contractor, Aug 97
- Hammer Award Runner Up
- M1A2 Tank Components, General Dynamics Land Systems, Jun 97 (Team Tank)

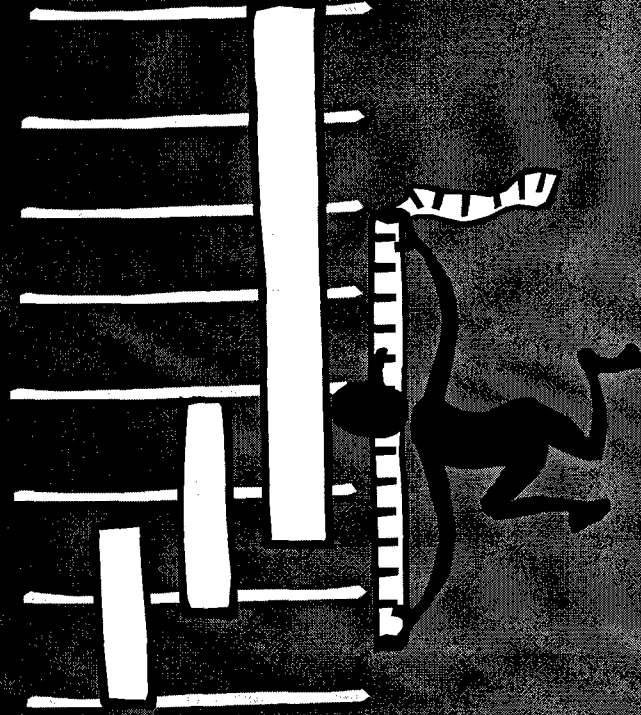
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Long-Term Contracting... Lead Time Reduction

- ***TACOM-ACALA: 72 Percent Reduction in Administrative Lead Time (ALT) and Procurement Lead Time (PLT) To Date***



- ***FY 1990 Baseline:
822 Days***
- ***Current PLT:
234 Days***

Ultimate TACOM

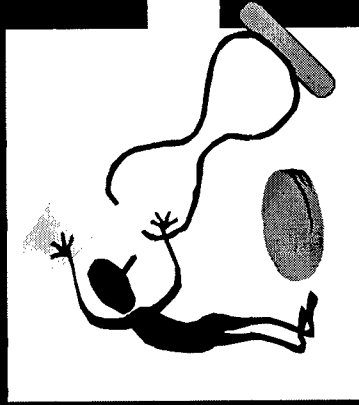
Goal: 48 Hours

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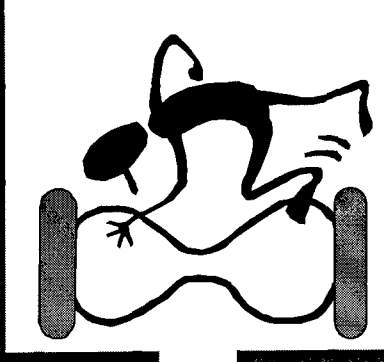
58/64

Long-Term Contracts:

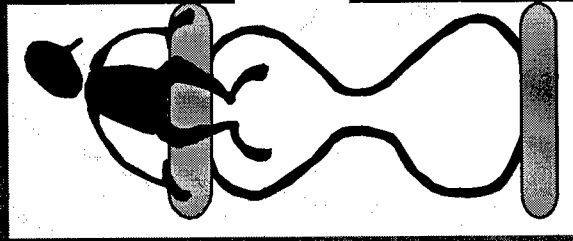


**Award Covers All Requirements
For Three Years**

**Buys Response Rather
Than Inventory**



Placed in Anticipation of a Need



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PLT Reduction Initiatives



Value Engineering Clause:

- Encourages PLT Reduction Thru
Process/Material Changes
- Clause Used and Savings
Calculated With NSN Supply
Performance Analyzer

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Our Long-Term Contract (LTC) GOALS

• PACOM/ACAL/VA Goal:

350 NSNs on LTC per Fiscal Year

• NSNs on Long Term
Contracts To Date:

— Total: 1,465

— FY 98: 400

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Partnering With Industry

- ***TACOM-ACALA began Partnering in 1995***
- ***Commitment between two or more parties:***
 - ***Improve Work Relationships***
 - ***Improve Communications***
- ***NOT Mandatory - NOT Legally Binding***
- ***Formula for SUCCESS:***
 - ***EVERY Player - from Top Management on Down Must be COMMITTED to the Partnership***

Our Current Partners

Hughes
Georgia

PEI
Electronics

Honeywell

Western
Design

ILC
Mfg

FNMI

Lockheed
Martin

TDF

Raytheon

Saco

Campbell
Plastics

Minowitz
Mfg

Seiler
Instr

Graseby

UDLP

GEC
Marconi

Action
Target

Action
Support

General
Dynamics

Boeing,
Mesa

01 OCT 98

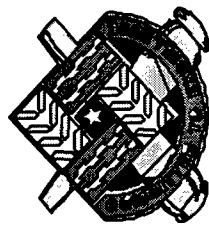
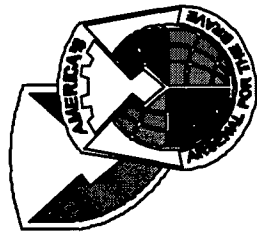
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**You are cordially invited
To Partner with us.
Commit today!**

Kris Mendoza
Kris Mendoza
Partnering Champion
(309) 782-6736

Committed To Excellence



A P B I - 1 9 9 8

Building Partnerships for the 21st Century

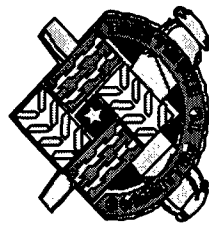
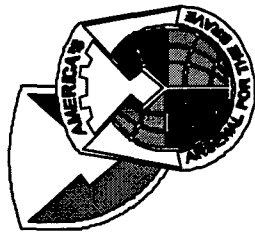
Presented by:

Mr. Ronald H. Vogt

Executive for Operations

28 Oct 1998

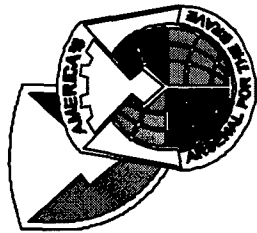
Tank-automotive & Armaments COMMAND



TACOM IMMC

Briefing Outline

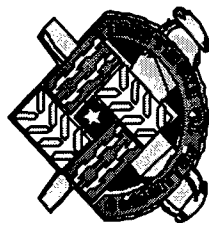
OMA & AWCF Funding Trends
Foreign Military Sales Trend
Contracts
EC/EDI
Focus Sustainment
Depot Transition



TACOM

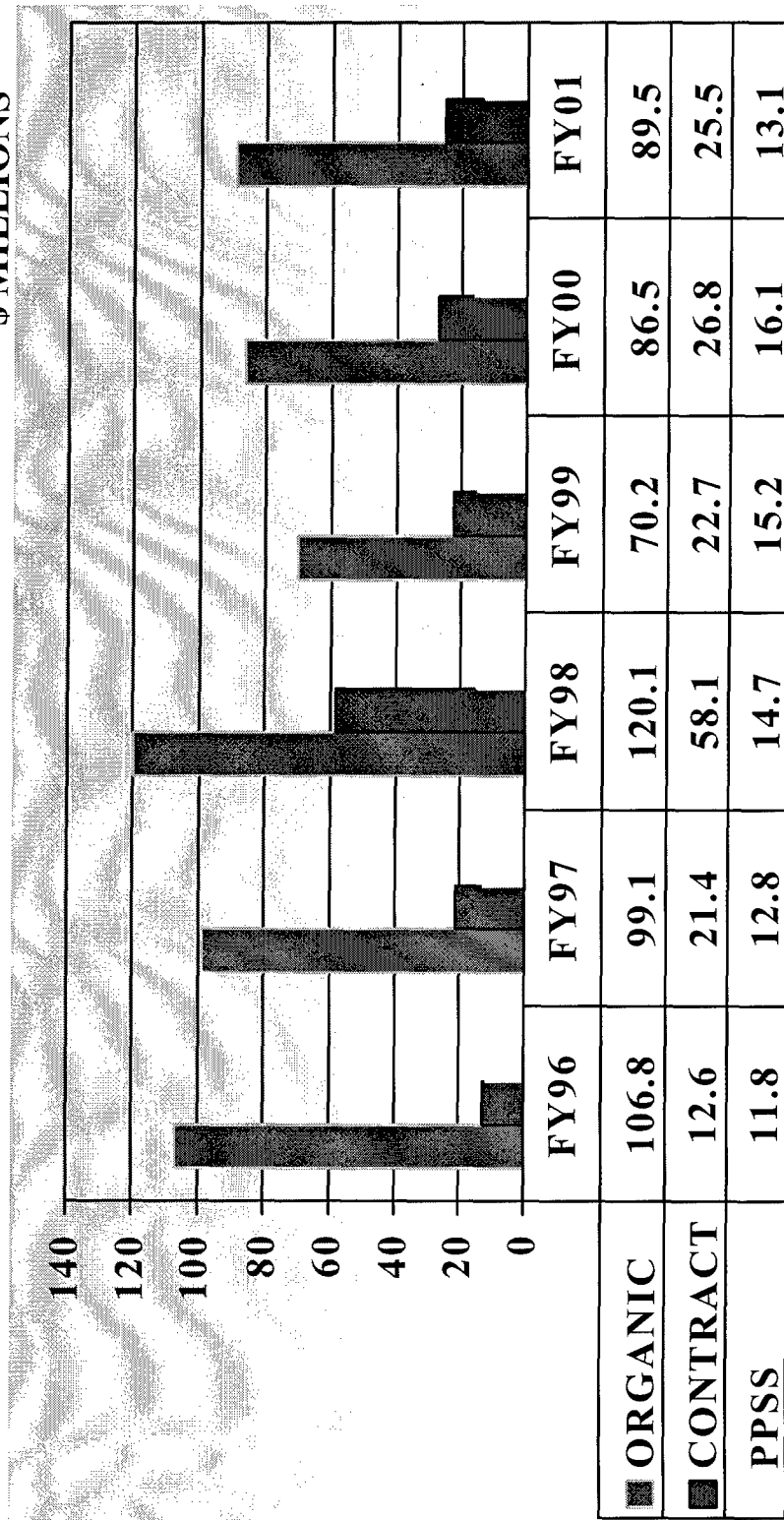
*Mobility and Firepower
for America's Army*

TACOM IMMC



OMA FUNDING LEVEL

\$ MILLIONS



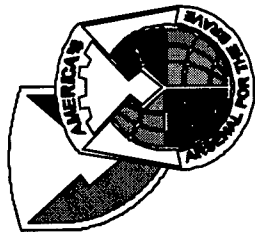
Increase in FY98 due to approval of AIM XXI.

Decrease in FY99 and out due to PBD021.

28 Oct 1998

Tank-automotive & Armaments Command

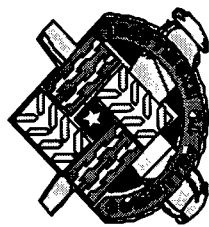
3 of 16



TACOM

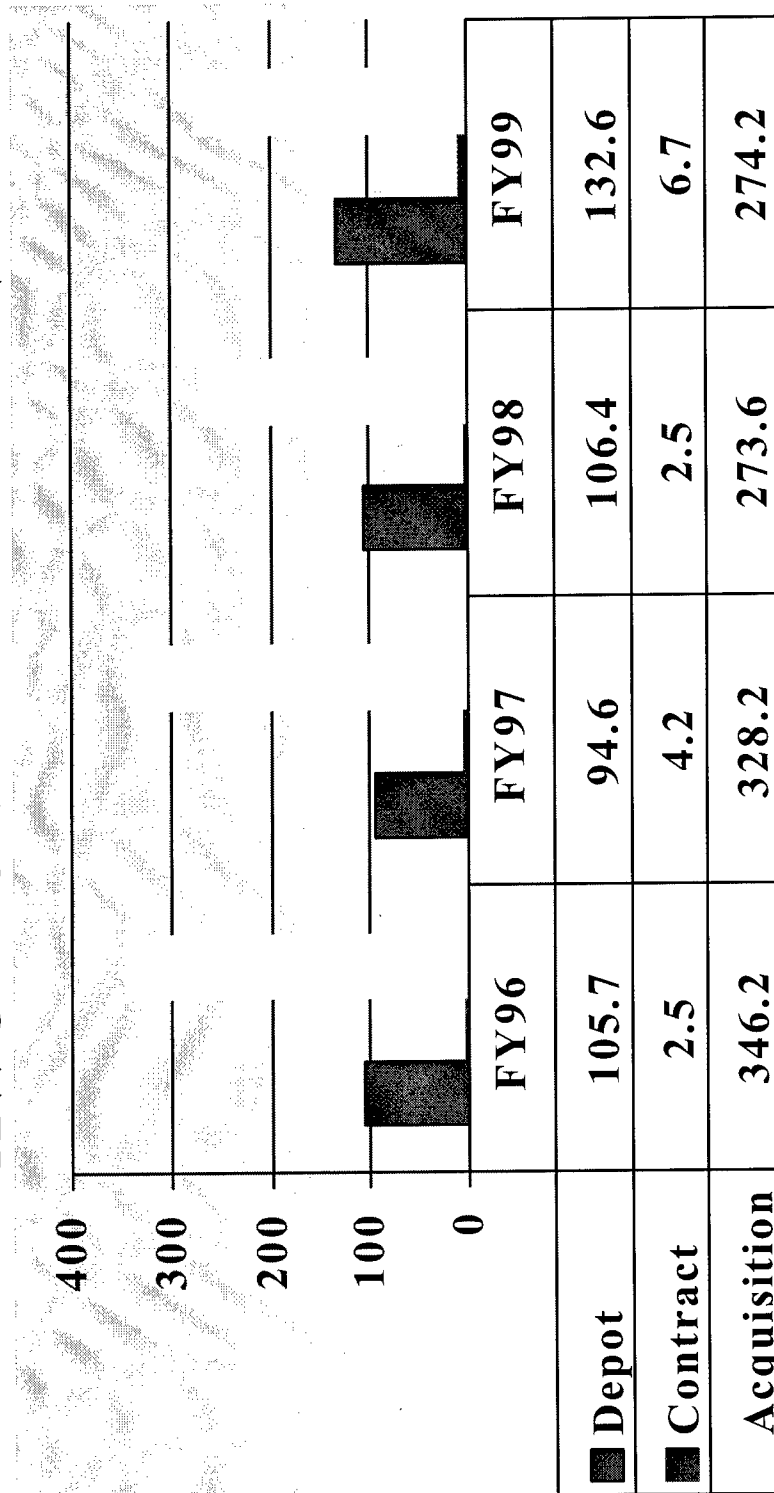
*Mobility and Firepower
for America's Army*

TACOM-IMMC



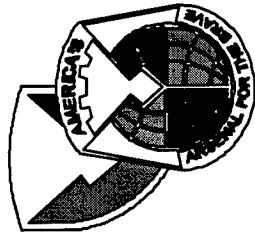
AWCF FUNDING LEVEL

\$ MILLIONS



Expenditures for Acq/Repair are equal to our funded level.

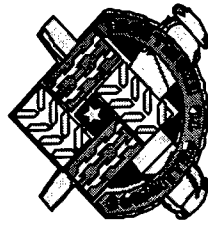
We are not permitted to over obligate.



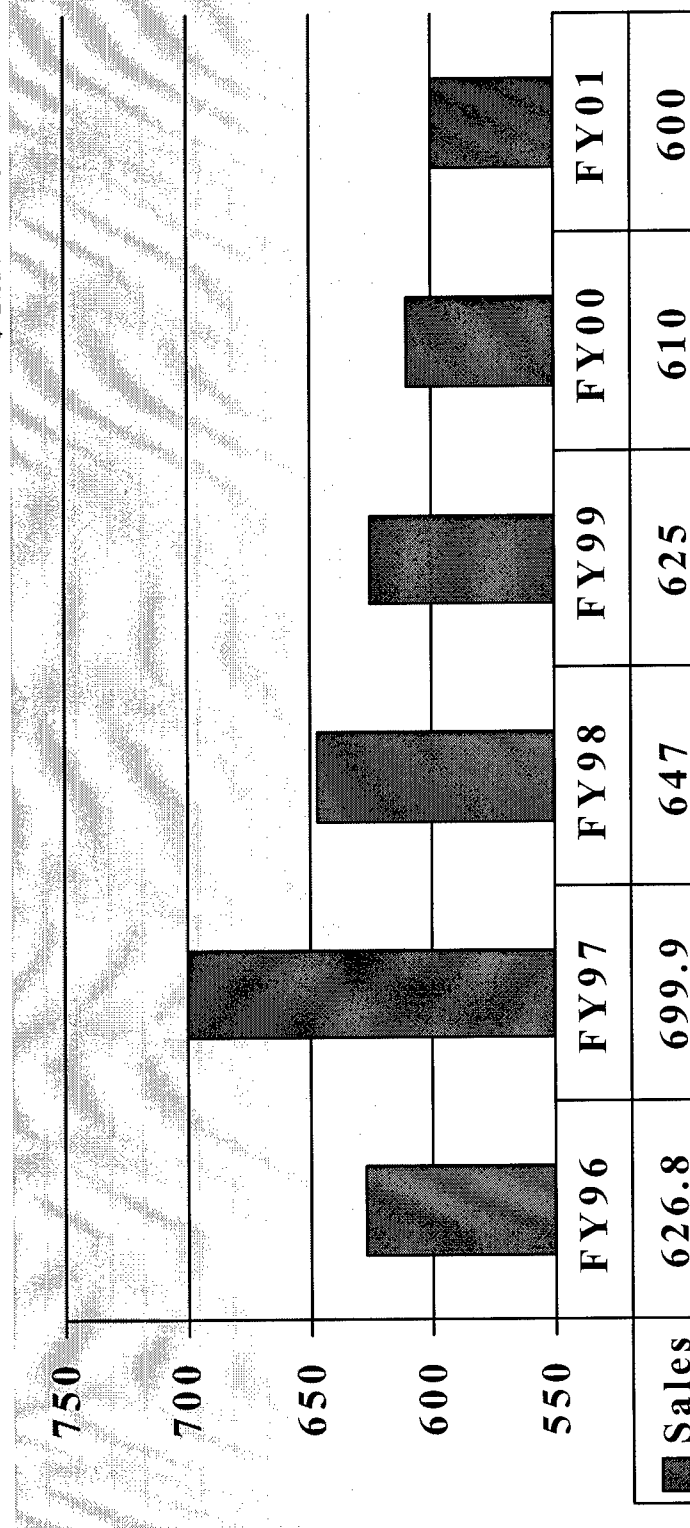
ZACOM

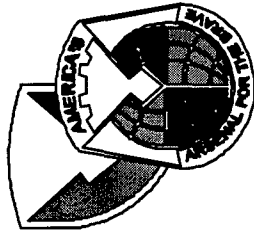
*Mobility and Firepower
for America's Army*

Foreign Military Sales FUNDING TREND



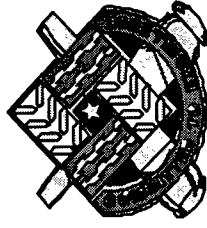
\$ MILLIONS





ZACOM

*Mobility and Firepower
for America's Army*



HAND - OUTS CONTRACTS INFO

FORECASTED BUYS FOR FY99

FED STR NUM	IR	NOIN	QUANT DEL	VALUE
253001425806	EA			
253000702008	EA			
2530012014816	EA			
2515014258064	EA			
2530000000010	EA			
25150015017405	EA			
2515013301632	EA			
2515011714746	EA			
25300133000196	LT			
2530012301917	EA			
2515011261576	EA			
2515011422745	EA			
2515012181244	EA			
25350101730014	EA			
2520014425804	EA			
2530014401615	EA			
2530014001047	EA			
2530009338045	EA			

FY99 CONTRACT REPAIR

WPN SYS	NSN
FAASV	9705-01-210-0301 9525-01-270-3553 9580-01-273-8381 9010-01-373-9045 2520-01-442-4344
M100	
STEM18FVS	9525-01-271-7842 9709-01-271-1466 9709-01-252-0191 9589-01-067-8951 9528-01-135-4516 9709-01-120-3059 2520-01-139-3140 2520-01-235-5827 2520-01-274-6449 9505-01-317-3816
M113 FOV BFVS	
M1 FOV	

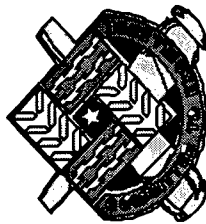
FOREIGN MILITARY SALES CONTRACTS

NOMENCLATURE	FY99	FY00
M142 AERAMS TANK	30	100
HEAVY ASSAULT BRIDGE	6	
M88A2 RECOVERY VEHICLE	68	
M99A2 FAASV	48	
M1085A1 5 TON TRUCK	129	
M1083A1 5 TON TRUCK	17	
M1091 5 TON TRUCK	40	
M105A3 TRAILER	12	12
M1000 TRANSPORTER		
M1101 HMT	20	
M149A2 WATER TRAILER	40	
M200A1 TRAILER	9	
M1022A1 DOLLY	2	

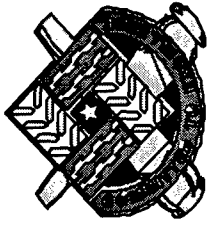
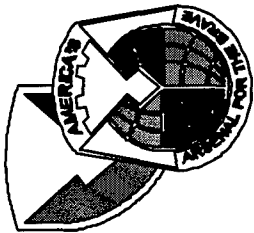
28 Oct 1998

Tank-automotive & Armaments COMMAND

6 of 16

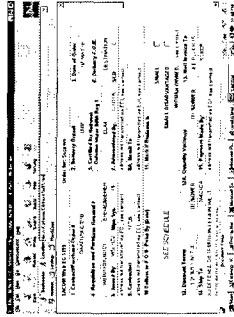


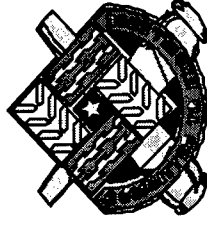
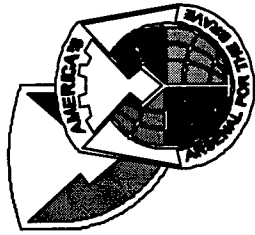
- [illegible]



TACOM Web EC

- Interactive support for SME's
- On-line, e-forms access to DVD/EDI transactions
- Day One functionality for delivery orders, order acknowledgements and shipment notices
- Server based, minimal vendor expense
 - Win 95/NT, modem, internet access
- Secure access by ID/password per vendor
- Platform for future interactive modifications, bar code labels and more
-





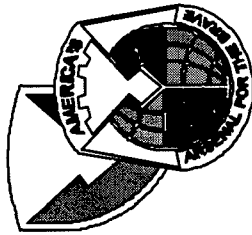
FOCUSED SUSTAINMENT

WHAT IS FOCUSED
SUSTAINMENT?

**"BUY ONLY WHAT'S
NEEDED; SPEND ONLY
WHAT'S NECESSARY"**

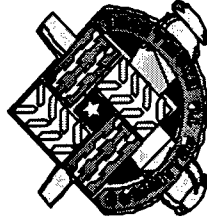
Indefinite Quantity,
Indefinite Delivery
Contract Instruments
that provide
logistics services
and products on
demand.

10-year contract with products and
services covering all sustainment aspects;
individually priced - each product or
service can be ordered in any increment
required.



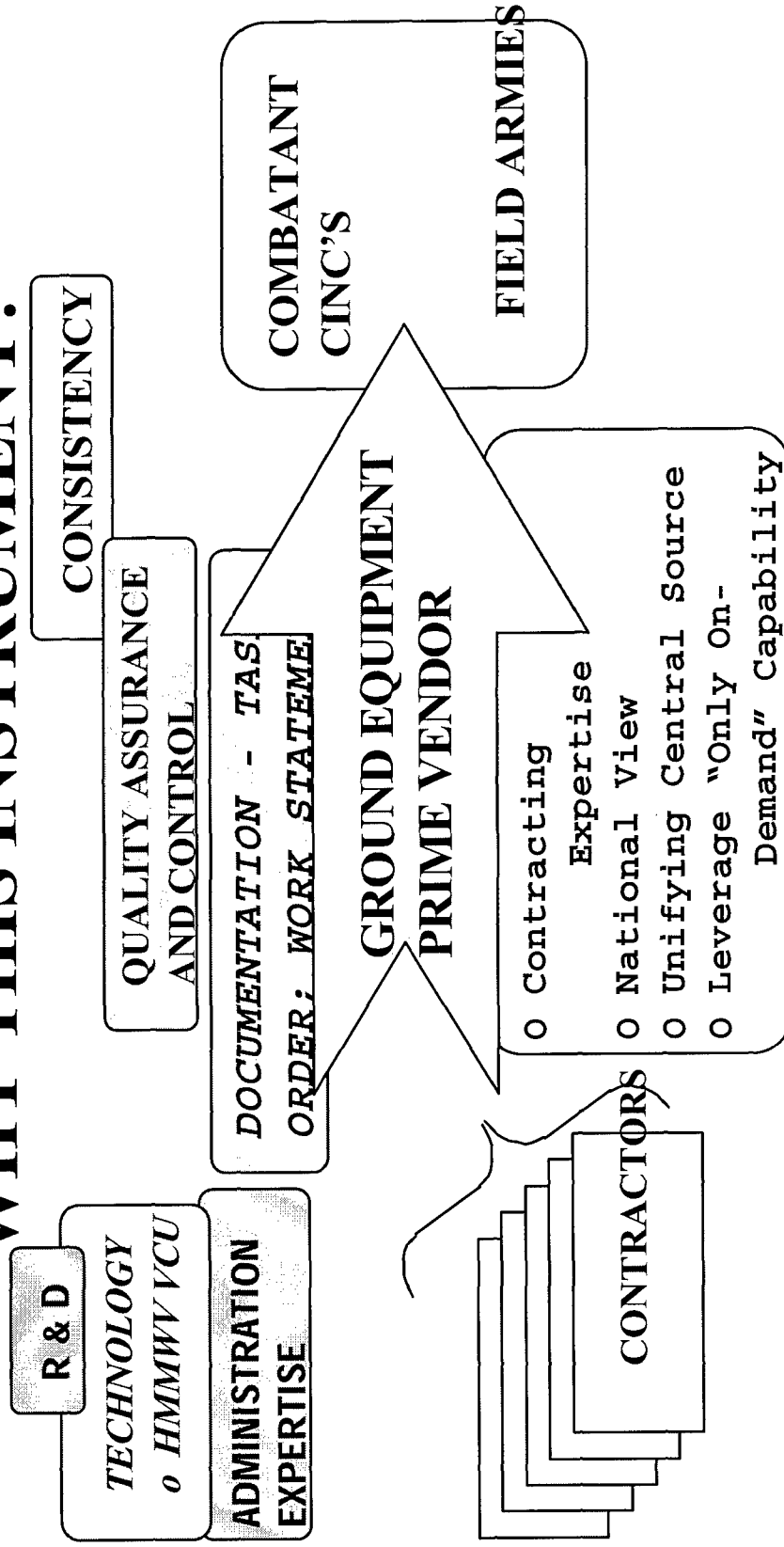
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FOCUSED SUSTAINMENT

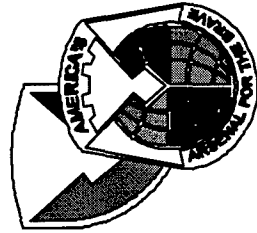
WHY THIS INSTRUMENT?



Tank-automotive & Armaments COMMAND

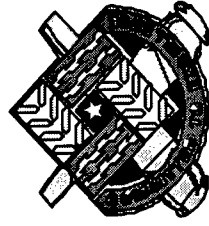
28 Oct 1998

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FOCUSED SUSTAINMENT

CONTRACT AWARD: 4 SEP 98

MARKETING PLAN:

-- CHIEF OF STAFF WEEKSUM

-- PERSONAL LETTERS TO:

- MACOM DCSLOGS
- CORPS COMMANDERS
- COSCOM
- DIV COMMANDERS
- NATIONAL GUARD
- USAR
- CASCOM
- OC&S

-- ARTICLES IN LOGISTICIAN
MAGAZINE

-- AEPS

**WHAT
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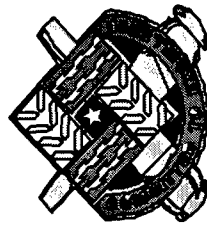
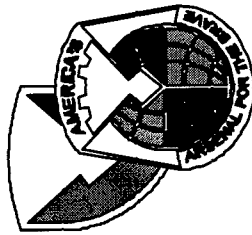
...s needed.

DATA

NUALS

HANGES

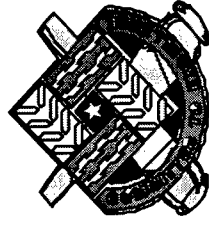
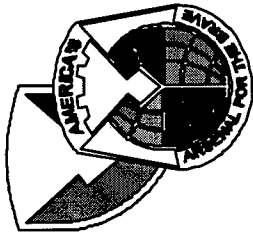
IR/ECP)



FOCUSED SUSTAINMENT

FOCUSED SUSTAINMENT PARTICIPANTS

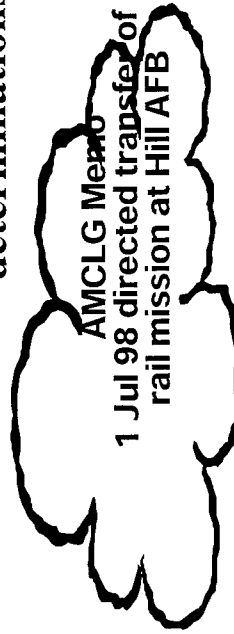
- **LEAR SIEGLER**
(Annapolis, MD) Large Business
- **DIMENSIONS INTERNATIONAL INC.**
(Alexandria, VA) Large Business
- **EAGLE SUPPORT SERVICES CORP.**
(Huntsville, AL) Small Business
- **PREMEIR PROFESSIONAL SERVICES INC.**
(Huntsville, AL) Small 8(a) Women-Owned
- **LOGISTICS, ENGR & ENVIRON SUP SERV.**
(Huntsville, AL) Small 8(a) Women-Owned
- **DUCOM Inc.**
(Silver Spring, MD) Small 8(a) Women-Owned



DEPOT TRANSITION

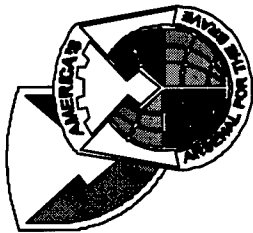
MISSION STATEMENT

Our Integrated Process Team's mission is to develop a transition plan to transfer depot management responsibilities from Headquarters, IOC, to Headquarters, TACOM, permitting effective command and control of Anniston Army Depot and Red River Army Depot. Operational Control (OPCON) is to occur on 1 Oct 98 with full command and control on 1 Oct 99. In conjunction with CECOM, IOC, and Headquarters AMC, the IPT will review all functions and processes to assess their value added and make determinations to eliminate, re-engineer, or adopt as-is.



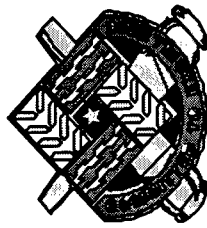
VISION

To create an integrated business environment, supported by an integrated data environment, that provides a seamless merger of the core capabilities of Anniston and Red River Army Depots with TACOM's, resulting in enhanced support to our customers at lower cost.



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DEPOT TRANSITION

IOC

War Reserve

CEGA-SC Pine Bluff, AR
CEGE-NE Rock Island, IL
Watervliet, NY

Arsenals

Ammo Plants

Badger, WI Louisiana, LA
Cornhusker, NE McAlester, TN
Crane, IN Mississippi, MS
Holston, TN Radford, VA
Indiana, IN Ravenna, OH
Iowa, IA Riverbank, CA
Joliet, KS Scranton, PA
Lake City, MO Sunflower, KS
Lone Star, TX Twin Cities, MN
Longhorn, TX Volunteer, TN

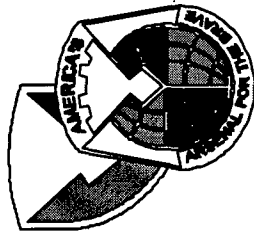
Depots/ Depot Activities

Anniston, AL
Blue Grass, KY
Corpus Christi, TX
Hawthorne, NV
Letterkenny, PA
Red River, TX
Sierra, CA
Tobyhanna, PA
Tooele, UT
Savanna, IL
Seneca, NY

Tank-automotive & Armaments COMMAND

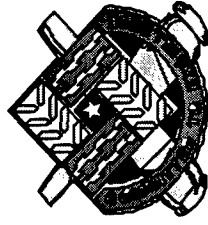
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DEPOT TRANSITION

IOC

War
Reserve

Arsenals

Ammo Plants

Depots/
Depot Activities

CEC

-TACOM - 4 IL

Anniston, AL

Red River, TX

+ Rail Mission, Hill AFB

AR

Badger, WI

Cornhusker, NE

Crane, IN

Holston, TN

Indiana, IN

Louisiana, LA

McAlester, TN

Mississippi, MS

Radford, VA

Blue Grass, KY

Hawthorne, NV

-CECOM

Tobyhanna, PA

Wet, KS

-AMCOM- PA

Corpus Christi, TX

Letterkenny, PA

MN

Tooele, UT

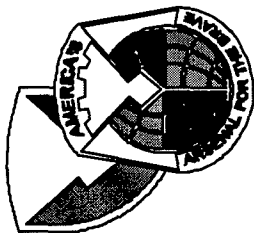
Savanna, IL

Seneca, NY

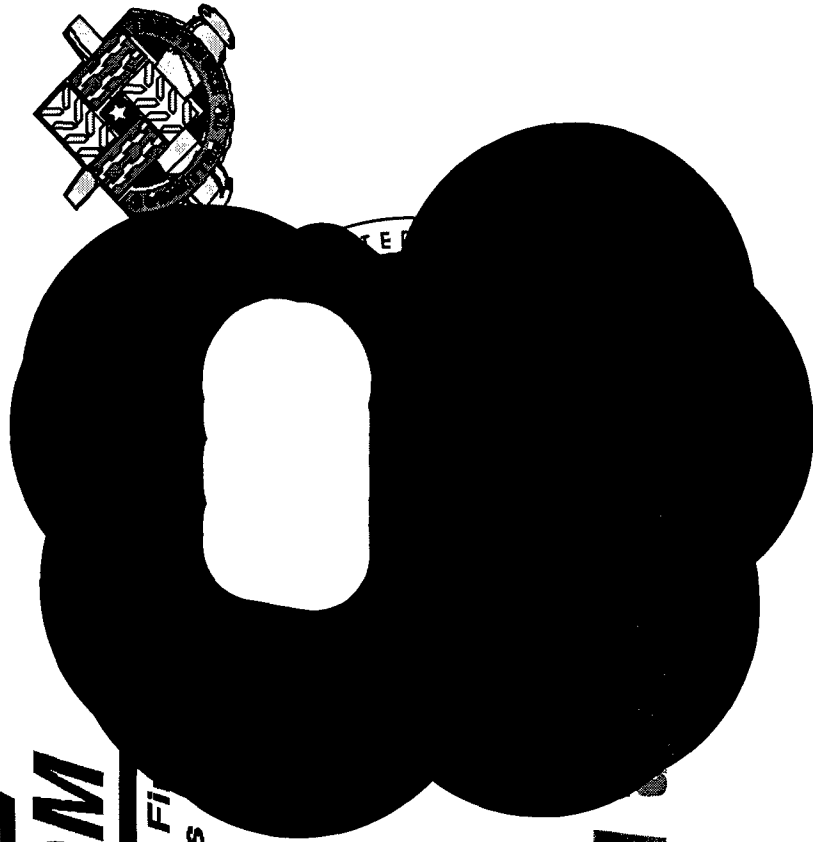
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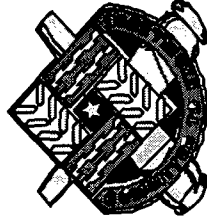
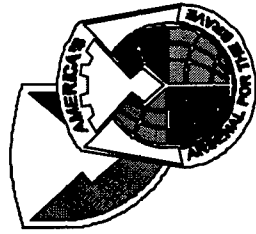


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for America's



IMMC on the WWW

<http://www.tacom.army.mil/immc/immc.htm>



APBI - 1998

Building Partnerships for the 21st Century

TACOM
IMMC

Presented by:

Mr. Ronald H. Vogt
Executive for Operations
28 Oct 1998

Tank-automotive & Armaments COMMAND